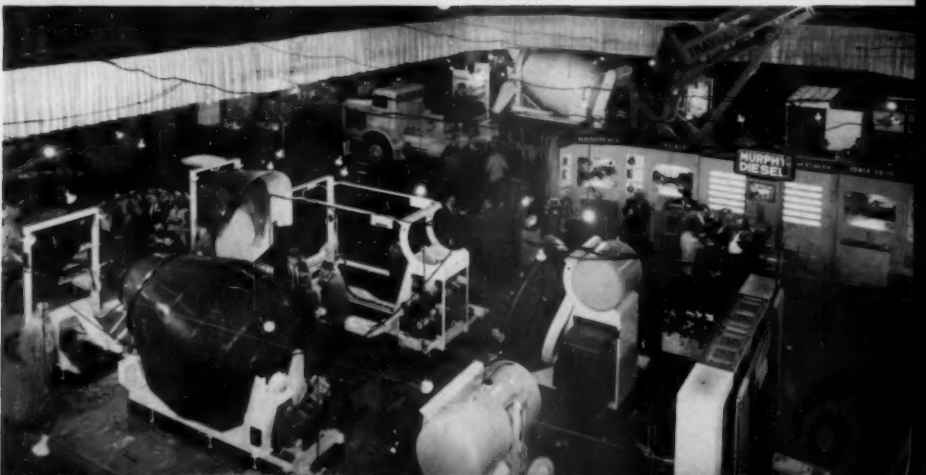


# CONCRETE



OUR 53RD YEAR  
Serving the Concrete Industries

JANUARY 1957



Mr. Ready-Mix Producer--

here's what  
**POZZOLITH**  
is doing for 700 ready-mix  
producers...and can do for you...

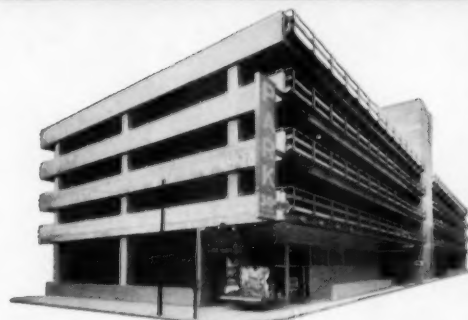
With Pozzolith in your concrete mix designs you gain these advantages:

- 1 economies with Pozzolith are immediate and substantial. With a given set of materials, Pozzolith will produce concrete of a given strength and workability at a far lower cost than is possible by any other means.
- 2 you produce better quality concrete—concrete that has more placeability, is easier to finish and has less tendency to segregate. These are some of the benefits of Pozzolith concrete that reduce complaints and make for customer satisfaction.
- 3 you produce concrete that has minimum shrinkage, low permeability and great durability, thereby building owner good will.
- 4 you get proven performance—more than 115 million cubic yards of concrete produced with Pozzolith for all types of jobs.
- 5 Pozzolith adaptations permit rigid control of entrained air and adjustments in rate of hardening to precisely meet varied job requirements.
- 6 with one type of cement and Pozzolith you are equipped to produce air-entrained concrete, high early strength concrete, "watertight" concrete, low shrinkage concrete and low heat concrete.
- 7 adding Pozzolith is easy and accurate with the push-button dispenser.
- 8 more than 75 full-time Master Builders field technical men provide valuable product-use know-how. One of these men on your team will assure maximum benefits to you and your customers.

It's for these reasons that over 700 ready-mix producers are employing Pozzolith in "strength concrete" and commercial concrete.

If you are not already using Pozzolith, it will pay to contact your local Master Builders' man for information on getting started.

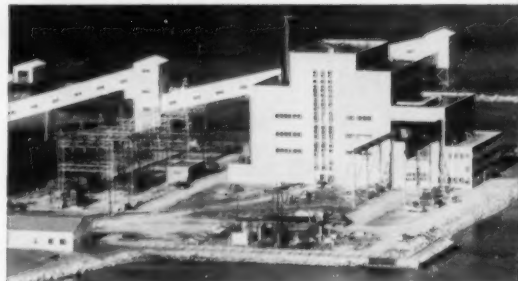
Representative jobs in which  
**POZZOLITH Ready-Mixed**  
concrete was used



Parking Authority Garage, Philadelphia, Penna. Pozzolith Ready-Mixed Concrete supplied by Warner Co., Philadelphia.



Permanente Foundation Hospital, Los Angeles, California. Pozzolith Ready-Mixed Concrete supplied by Graham Brothers Co., Los Angeles.



Central Hudson Gas & Electric Corp. Power Plant, Newburgh, N. Y. Pozzolith Ready-Mixed Concrete supplied by Hudson Valley Concrete Co., Newburgh, N. Y.



Fanshawe Dam, London, Ontario. Pozzolith Ready-Mixed Concrete supplied by Red-D-Mix Co., Hamilton, Ontario.

The

**MASTER**



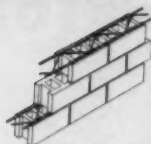
**BUILDERS**

Co

# DUR-O-WAL<sup>®</sup>

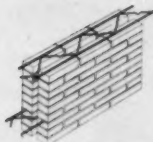
## Backbone of Steel

### for EVERY



RUNNING  
BOND

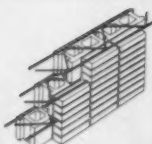
### Masonry Wall



CAVITY  
WALL

#### DEMAND

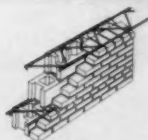
Designed specifically for masonry crack control, Dur-O-wal is specified by architects and builders everywhere. Supply this demand.



TIED  
WALL

#### QUALITY

High tensile deformed steel side rods and butt-welded, trussed design cross rod combine to make Dur-O-wal an all-working steel reinforcing assembly.



BONDED  
WALL

#### PROFIT

Dur-O-wal is a fast turn-over, tie-in masonry item. Easy to stock, easy to sell, Dur-O-wal gives you a good margin of profit.



Nationally advertised, Dur-O-wal is a quality brand name, recognized at once by architects and builders alike. Nationwide distribution of plants and jobbers guarantees prompt deliveries and low freight rates. For the name of your Dur-O-wal jobber, phone, wire or write today to Dept. 7P.

See us at the  
Concrete Industries Exposition  
Kiel Auditorium — St. Louis  
Feb. 23 through 28, 1957

Trussed Design  
Butt Weld • Deformed Rods

# DUR-O-WAL<sup>®</sup>

Dur-O-wal Div., Cedar Rapids Block Co., CEDAR RAPIDS, IA Dur-O-wal Prod.,  
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Dur-O-wal Prod. of Ala., Inc., Box 5446, BIRMINGHAM, ALA. Dur-O-wal  
Prod., Inc., 4500 E. Lombard St., BALTIMORE, MD. Dur-O-wal Div., Frontier Mfg.  
Co., Box 49, PHOENIX, ARIZ. Dur-O-wal, Inc., 165 Utah St., TOLEDO, OHIO



## OTHER GOCORP PRODUCTS

"Junior" and "Junior Twin" (cored pallet),  
"Senior" and "King" Block Machines. Mixers  
and Skip Loaders.

The "Three-at-a-time" Trustee models will ac-  
commodate the molds and attachments that  
many of you now own.



# GOCORP

## TRUSTEE BLOCK MACHINES

FOUR MODELS—\$14,000 to \$40,000

GOCORP believes these to be the finest block machines ever offered the industry. Designed and built by the men who have been largely responsible for the development of such basic improvements as:

- Packing by Vibration—High Production
- Feed Drawer Agitators—Both Rotary and Grid types
- Front Pallet Feeding and Magnetic Offbearers
- Height and Density Controls
- Mechanical Rack Loaders—The GOCORP "RACKMAN"

Measured by any yardstick—Quality of Block Produced

• Rate of Production • First Cost • Maintenance Costs • Massive Construction • Obsolescence Factor  
—The TRUSTEE excels.

Let us tell you the details—and where you can see the one nearest you. Your inquiries will receive careful attention—by mail or personal call, as you prefer.

Reserved for you Your copy of the new TRUSTEE brochure. Send in your request now.

See you IN BOOTH "D"  
N.C.M.A. SHOW—FEB. 25-28  
Kiel Aud.—St. Louis

**GOCORP**  
**ADRIAN-MICH.**



WELDING AND ASSEMBLY

MACHINING

NEW MOLD DEPT.

FINISHING AND TESTING

FABRICATION DEPT.



NEW ELECTRONIC DEPT.



NEW GENERAL OFFICES



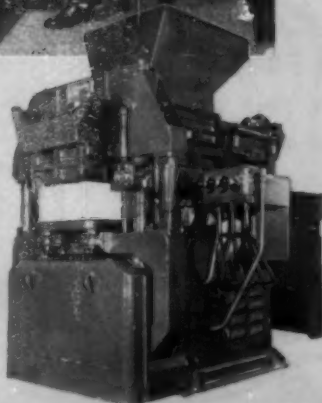
NEW ENGINEERING DEPT.

# COLUMBIA MACHINE IS EXPANDING WITH THE CONCRETE INDUSTRY



One Of The New  
Executive Offices

If you are planning an expansion or building a new plant, consult our plant layout and design department. We will have a qualified man at your plant within 24 hours. No obligation... Phone OXford 4-1501, Vancouver, Washington.



As the concrete industry grows, so has Columbia advanced in its manufacturing techniques, engineering developments, and sales and service facilities.

The growth of the industry has paralleled our own expansion. Many developments in the specialty concrete products field have been the direct results of our own experimentation with modern equipment to make drain tile, meter boxes, face block and many others. As a result, many building products which for centuries were made of clay are now made better, faster and at lower cost with concrete aggregates on Columbia machinery.

Columbia is appreciative of this opportunity the concrete industry has given the firm... of growth and achievement... where enterprise, imagination and knowledge are rewarded through acceptance by the industry of Columbia machines.

See you at St. Louis at the N. C. M. A. CONVENTION  
February 25th thru 28th



**Columbia**  
MACHINE

DISTRICT OFFICES IN: Wisconsin, Illinois, S. Carolina, Mississippi, Florida, New Jersey, Virginia, Texas, Massachusetts, Montreal, Quebec, Vancouver, B. C.

Home Office: 107 S. Grand, Vancouver, Wash.  
FACTORY BRANCH AND WAREHOUSE: Mattoon, Illinois  
PARTS DEPOT AND OFFICES: Burbank, California

JANUARY 1957

# CONCRETE

VOL. 65, No. 1 • EST. 1904 • PUBLISHED MONTHLY BY CONCRETE PUBLISHING CORP. • 400 W. MADISON ST., CHICAGO 6, ILL. • Central 6-8822

## FEATURES FOR THIS MONTH

### Weighing Errors Are Costly .....27

*Mistakes in weighing, though they may seem insignificant per batch, can eat tremendous holes in the profits by giving away costly ingredients; or the errors can lead to the continuous production of an inferior product, which, in turn, may bring a loss of reputation and good will.*

### Everybody's headed for St. Louis .....30

*An ahead-of-time word picture of the February Convention and Exposition of the National Concrete Masonry Association. This year's convention, the 37th, is planned to be the largest ever held—February 25-28.*

### The Overland Route to Los Angeles .....32

*Members and guests will be taking the trek westward to the 27th Annual Meeting of the National Ready Mixed Concrete Association. Presented here are the program and speakers for the Los Angeles meeting, February 11-14.*

### Planning Ahead for Tax Savings .....34

*Some entirely legal ways are presented to the businessman who wishes to cut his taxes.*

### Miami Beach Meeting of Southeastern Masonry Association ...36

*Highlights of the Southeastern Masonry Association's recent convention held in sunny Miami Beach, Florida.*

### Room for Improvement—Editorial .....64

*The editor asks whether the approach of safety programs shouldn't be extended so as to include the whole 24 hours of the day, rather than just the eight hours spent at work.*

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Advertising Representatives: Porter Wylie & Co., 114 East 13th St., New York 3, N. Y., Phone: Gramercy 5-3581; Crawford L. Elder, 2500 El Venado Drive, Puente, Calif., Phone: Oxford 44-1116; Clarence L. Morton, 294 Washington St., Boston 3, Mass., Phone: Liberty 2-8538. Subscription Price: \$6.00 a year anywhere in the world, postpaid. Single copies, 50 cents each. Copyright 1957 by Concrete Publishing Corp. Accepted as controlled circulation publication at Mendota, Ill.







Stop in and See Us  
at Booth 7241



## **heat treating doubles Rex Blade life**

It isn't likely that you ever have needed to replace the drum blades on your Rex Moto-Mixer...but just on the chance that you're operating in a territory where the aggregate is unusually abrasive, Rex Blades are now heat treated—assuring you greatly increased life under severe service.

This hidden feature is exclusive with Rex. It's another plus value in Rex leadership engineering.

Rex Adjusta-Wate Moto-Mixers® are available in all standard sizes—with auxiliary drum power or with FEPTO, the new Front Engine Power Take-Off that rotates your drum at speeds unaffected by declutching and gear shifting. See your Rex Distributor or write CHAIN Belt Company.



DON'T PENALIZE YOUR PROFITS

**ADJUSTA-WATE MOTO-MIXERS®**

LEADERSHIP...THROUGH CREATIVE ENGINEERING

**CHAIN BELT COMPANY**

4665 W. Greenfield Ave., Milwaukee 1, Wis.



# CLINTON WELDED WIRE FABRIC

**... the concrete reinforcement that is low in cost and so easy to use**

Versatile Clinton Welded Wire Fabric is ideal for so many different concrete reinforcement jobs. It can be quickly laid because it comes in conveniently-sized rolls or sheets and can be easily cut to shape without heavy, special equipment.

**Typical applications for Clinton Welded Wire Fabric are:**

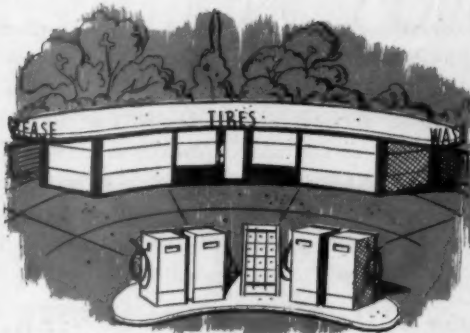


## PRECAST REINFORCED PRODUCTS

such as these wall panels. On jobs such as this, Clinton Welded Wire Fabric is ideal since it's easy to handle and affords excellent strength characteristics because it's made from high-yield-strength wire. Other precast applications include concrete planks, floor slabs, roof slabs, burial vaults, laundry tubs and tanks.

## REINFORCED PIPE

like this storm sewer. Clinton Welded Wire Fabric is excellent for concrete pipe reinforcement because it is easy to place when making the pipe... because it gives the pipe long life, high strength and the ability to withstand heavy, concentrated loads. Reinforced pipe is also widely used for culverts, sanitary sewers and airport drainage.



## BUILDINGS

ranging from this service station to huge skyscrapers can make excellent use of Clinton Welded Wire Fabric. It will help hold future maintenance costs to a minimum by controlling cracking, equalizing loads and preventing deterioration. As a result, this durable, dependable fabric is widely used in office buildings, schools, hospitals, apartments, residences and warehouses.

You can get full information on how you can use Clinton Welded Wire Fabric to best advantage in your operation by writing to the nearest office below. Do it today.

WHEN THEY ASK...

*"is it Reinforced"*

SAY YES WITH...



5688

THE COLORADO FUEL AND IRON CORPORATION: Albuquerque • Amarillo • Billings • Boise • Butte • Casper • Denver • El Paso • Ft. Worth • Houston • Kansas City • Lincoln (Neb.) • Oklahoma City • Phoenix • Pueblo • Salt Lake City • Wichita. PACIFIC COAST DIVISION: Los Angeles • Oakland • Portland • San Francisco • Seattle • Spokane. WICKWIRE SPENCER STEEL DIVISION: Atlanta • Boston • Buffalo • Chicago • Detroit • New Orleans • New York • Philadelphia. CF&I OFFICES IN CANADA: Montreal • Toronto.

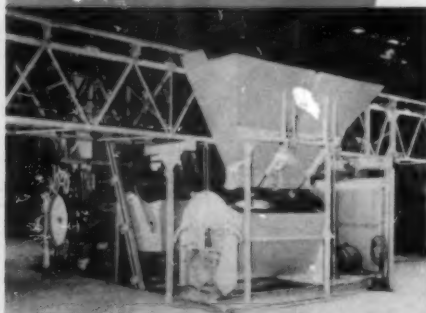
One of the  
World's Largest  
Block Plants  
Selects  
**BERGEN**



**TRI-MATIC Machines Installed  
in Huge Plant of Canada  
Concrete Products, Inc.  
Montreal, Canada**



Interior view showing battery of  
BERGEN TRI-MATICS.



View of a BERGEN Skip Hoist  
and 50 cu. ft. Batch Mixer  
installed on each of the six  
machines.

Under the able leadership of Miron Bros., Canada Concrete Products, Inc., has become one of the largest block plants in the world, housing 6 block machines under one roof — 4 BERGEN TRI-MATICS and 2 other machines completely modernized by BERGEN.

This plant includes complete facilities for material storage, block production, curing, cubing and storage. A company owned quarry, capable of producing 12,000 tons per day, supplies material for aggregate.

Each block machine is equipped with a BERGEN Front Pallet Feeder, Height & Density Control, Off-Bearing Hoist, Elevator and Batch Mixer. Two double rack capacity automatic electric turntables were installed for each machine.

A central batcher and mixer supplies 150 tons of material per hour to the six machines. More than 80% of the cured block goes directly to the delivery truck from the cubing station, eliminating block handling and storage.

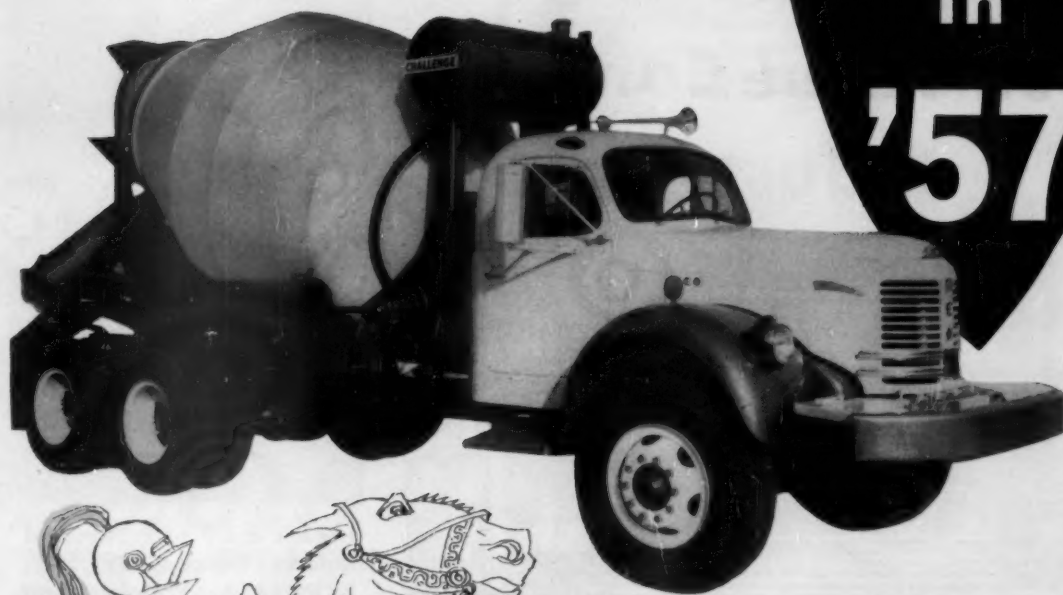
*Whether you operate a one machine plant or a six machine plant, BERGEN equipment is designed to produce more, better quality block — consistently. Whatever your needs, write or phone BERGEN "Collect".*

See the  
**COMPLETE BERGEN  
BLOCK EQUIPMENT DISPLAY**  
at the NCMA Annual Concrete  
Industries Exposition, Kiel  
Auditorium, St. Louis, Mo.,  
February 25-28.

**BERGEN**  
MACHINE & TOOL CO., INC.

NUTLEY, N. J.

PHONE "COLLECT"  
NUTLEY (N. J.) 2-7300



*Meet the "Challenge" of  
Increased Competition  
By Lowering Operating Costs  
With the...Challenge "ETO" Pacemaker*

The Challenge "Engine-Take-Off" (ETO) will help you meet rising costs and tougher competition during 1957... with

**GREATER PROFIT PER MIXER..**

By using the truck engine to power the mixer, there is a great savings in fuel and a substantial reduction in service and maintenance costs.

**GREATER JOB FLEXIBILITY..**

Size for size, Challenge "ETO" Mixers weigh less than any separate engine mixer and the design gives better weight distribution on shorter wheelbase trucks, resulting in greater maneuverability. With the Challenge "ETO" you can get on and off more jobs easier and faster with larger loads.

**ONE SOURCE RESPONSIBILITY..**

The Challenge "ETO" is a complete assembly including power-take-off and drive lines, ready for easy installation on any make truck. Made for 5, 5½, 6, and 6½ yard sizes, Challenge "ETO" Pacemakers are available for immediate delivery (or installation on your truck) from the Challenge plants in Los Angeles, California and Bryan, Ohio.

**COOK  BROS.**

**EQUIPMENT COMPANY**

Exclusive worldwide distributors for  
Challenge "Pacemaker" Truck Mixers

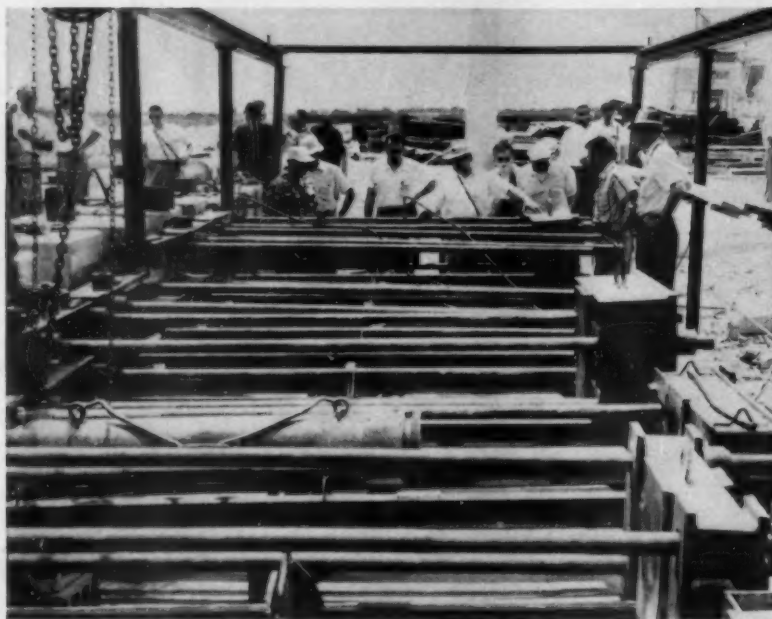
3334 San Fernando Road, Los Angeles 65, Calif.

Telephone: CLinton 6-3151

**THE ONLY TRUCK ENGINE DRIVEN MIXER PROVED BY 6 YEARS OF FIELD SERVICE**



# This Amazing Prestressed Concrete Industry



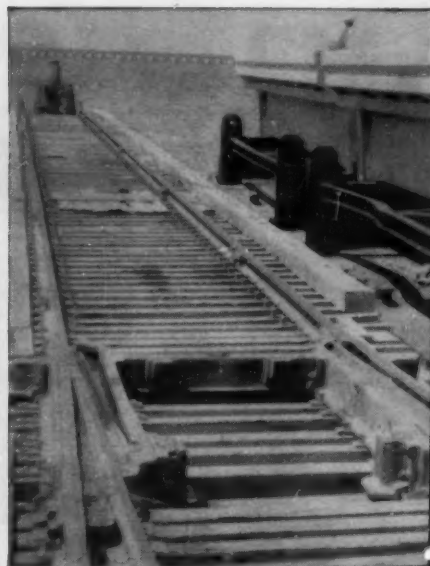
## What Is Behind Its Phenomenal Growth?

This is a question which has been asked many times. Union Wire Rope Corporation has answered with the sound reasons for venturing a huge capital investment in expanded facilities and in research to master the technical know-how of producing prestressed, stress relieved, high tensile wire and strand. Without this key element prestressed concrete would still not be possible and practical.

To check our own reasons and to develop all of the fundamental facts responsible for the spreading use and acceptance of prestressed concrete,

**We Asked A PANEL OF PIONEERS In the  
Prefabrication of Prestressed Concrete Members To  
Summarize the Facts Which Has Enabled Them To  
Maintain a Yearly Growth of 200 to 300 Percent.**

What follows is straight from the horse's mouth. It is a summary of the fundamental facts contributed by a sizeable group of prestressed fabricators and consultants. All are pioneers who have had a part in the development of prestressed concrete and experienced its growth from a trickle five years ago to become the building material to be reckoned with by every factor in the building industry.



**Here Is a List of Prestressed  
Products Which A PANEL OF  
PIONEERS Are Prefabricating**

### Girders

### Roof Slabs

Regular, Lightweight, Lift, Channel, Thin shell, Hollow centers, Composite.

### Beams

### Joists

### Trusses

### Columns

### Piles and Caps

Foundation, Marine, Fender

### Lintels

### Wall Panels

### Siding

### Posts

### Pavements

Highway, Airport

### Stadium

Framing, Seats

## "Future Applications of Prestressed Concrete Beyond Prediction"

These are the words of one and the consensus of opinion of others on our panel of pioneers. Other prestressed concrete products mentioned as either being prefabricated or tested and proposed are:

Missile Wings	Arches
Barges	Skews
Transmission	Spring Board—For
Line Supports	Swimming Pools
Piers	Off-shore Drilling
Seawalls	Piles
Wharfs	Platforms

While some of these may seem novel, many will become commonplace. Prestressing concrete for barges, for example, could very well become an industry in itself as is the prefabricating of bridge members.





## PANEL OF PIONEER Prefabricators Cite These Outstanding Prestressed Concrete Advantages...

### 1. Fully Utilizes Two Inherent Strength Factors

Prestressing combines and enhances the inherent characteristics of two of the foremost construction materials—

- A. The compression strength of concrete with
- B. The high tensile strength of stress relieved cold drawn steel wire and strand.

### 2. Basic Economy

- A. Steel for prestressing is six times stronger than ordinary steel but only approximately 3 times more costly.
- B. Concrete for prestressing is twice as strong but only 10 to 20% more costly than ordinary concrete.
- C. Prestressing consumes less steel and concrete to attain equal or greater structural strength more economically.

### 3. Structural Balance

- A. In prestressed concrete, stresses and strains are balanced to produce structures whose deflections are under definite control.
- B. Cracks, otherwise unavoidable in concrete, are eliminated by prestressing.

### 4. Design Economy

- A. Prestressed concrete makes possible thinner sections, lower depth to span ratios, longer cantilevering without ballast beams and reduction in weight. All of these factors enable the designer to effect savings in foundation, in columns, in wall height or to convert head room into usable cubage.
- B. Steady progress in standardization of sections under the auspices of the Prestressed Concrete Institute is making prestressed concrete more and more versatile from the standpoint of designers.

### 5. Prestressing Is Pre-Testing

- A. Because they are subjected to greater loads in fabrication than is imposed upon them in the field, precast, prestressed members are in reality pre-tested.
- B. Produced by factory methods, under closely controlled conditions, prestressed concrete guarantees the designer structural performance to meet or better expectations and affords relief from extensive supervision and inspections.

### 6. Stock Pile Availability

- A. Factory line production methods with

time saving devices insures delivery of prestressed concrete members from the production line in step with contractors work schedules.

- B. Production of prestressed sections proceeds at top speed, affording maximum utilization of labor and stockpiling against projected construction.
- C. Prestressed concrete eliminates construction delays by by-passing materials in short supply or on extended backlog delivery.

### 7. Speeds Up Construction

- A. Construction by the older, conventional methods involves both erection and fabrication on the job site.
- B. The latter is accomplished much faster in central plants or on the site mechanized plants and the resulting prefabricated units are erected with clock-like precision.
- C. Often it is possible to complete structures in half the time required by conventional methods. It is often possible to erect prestressed concrete in the time required to make, place and shore up forms for poured in place concrete.

### 8. Permanence of Concrete—Plus

- A. Well known is the durability of concrete. Well known too is its vulnerability to cracking. Cracks lay it and its reinforcing open to deterioration.
- B. Prestressing makes concrete a flexible material with the ability to withstand extraordinary deflection and recover without cracking.

### 9. Insurance Savings

Comparison of insurance premiums are

reported on new buildings with prestressed concrete roofs as against old buildings with wood roofs. Roughly the yearly premium on the latter is more than for 5 years on buildings with prestressed roofs. Though this is a comparison of extremes, it is indicative of how prestressed construction is regarded by insurance companies.

### 10. Economy of Maintenance

- A. Even in marine construction or in construction subjected to other extreme corrosive conditions, the cost of maintenance on prestressed concrete construction ranges from nil to the expense involved in painting in cases where color is desired.

### 11. Widely Competitive

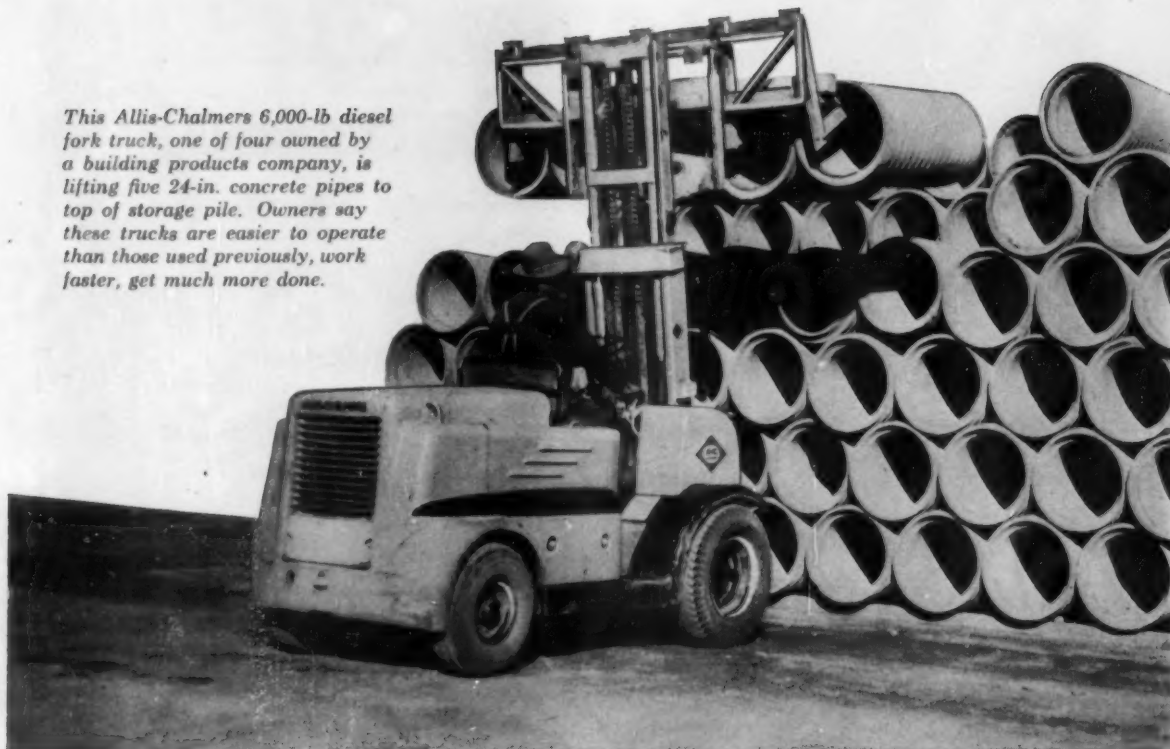
- A. The initial cost of prestressed concrete is such as to enable its prefabricators to successfully bid against the permanent, fire resistant, all-weather types of construction in many types of structures.
- B. When the collateral economies effected by prestressed concrete, such as greater and more flexible strength for longer spans and fewer columns, balanced stresses and strains and controlled deflection, thinner sections, lower depth to span ratios, lower wall heights and increased usable cubage, ready availability, speedier erection, negligible maintenance and lower insurance premiums are considered, then the competitive edge is definitely on the side of prestressed concrete for a growing list of structures.

So goes the summary of the thoughts of a panel of pioneers except for a warning which was sounded: Be sure of adequate capital and technical guidance when venturing into the business.



Specialists in high-carbon wire, wire rope, braided wire fabric, stress-relieved wire and strand.  
2306 Manchester Avenue Kansas City 26, Missouri

*This Allis-Chalmers 6,000-lb diesel fork truck, one of four owned by a building products company, is lifting five 24-in. concrete pipes to top of storage pile. Owners say these trucks are easier to operate than those used previously, work faster, get much more done.*



## You can expect double savings with an Allis-Chalmers Lift Truck

### 1 Saves Time and Labor

When you put an Allis-Chalmers Fork Lift Truck on the job, the first thing you'll notice is how fast and steady it works. One reason is the ease of operation. You mount from either side — no brake handle or shifting lever to interfere. The

seat is comfortable, visibility is excellent. Handling is "second nature" to even the inexperienced operator, because it drives just like an automobile. Result of this operating ease: bonus quantities of material moved every hour.

### 2 Slices Maintenance Costs to the Bone

"It has gone 6,000 hours and still no downtime."  
"Up and down a steep ramp for 15 months — repair cost only \$1.92." Reports like these are not uncommon, as Allis-Chalmers trucks con-

tinue to amaze their owners. When repairs are necessary, the truck can be disassembled in 22 minutes — stripped for servicing in 22 seconds. Think what that means in savings.

*Let your Allis-Chalmers material handling dealer show you the kind of savings this lift truck can give you. Write for free catalog.*

MATERIAL HANDLING DEPT.  
BUDA DIVISION, MILWAUKEE 1, WISCONSIN

# ALLIS-CHALMERS



# A BLAW-KNOX *Hi-Boy* TRUCK MIXER OWNER WRITES:

**"Erie Builders' likes the capacity and maneuverability..."**

Weight distribution to haul bigger payloads *without exceeding legal axle load limits* . . . compact design to mount on shorter more maneuverable trucks—these are two of the most profitable features of Blaw-Knox Truck Mixers for operators like Howard Doolittle of Erie Builders' Concrete Company of Erie, Pa. The mixers used by Erie Builders' mount on 170½" wheelbase trucks that are 12" shorter than the trucks they mounted their old mixers on. This gives them mixers which mount on more maneuverable trucks that can haul bonus payloads through traffic, onto the job site and up to the forms *faster*.

Dozens of other Blaw-Knox features you will want to investigate include the faster charging, thorough mixing, speedy discharging and simplified water system. Call your Blaw-Knox distributor for complete information.



*Central-Mixed Concrete*  
CONTROLLED QUALITY • SERVICE

**ERIE BUILDERS' CONCRETE COMPANY**  
18TH AND MYRTLE STREETS • PHONE 4-1881  
ERIE • PENNSYLVANIA

Blaw-Knox Company  
Construction Equipment Division  
Mattoon, Illinois

Gentlemen:

You asked us to let you know how we like the two 6½ cubic yard truck mixers you shipped to us in April of this year.

It might interest you to know we purchased your mixers primarily because your district salesman, Mr. Berschger, proved to our satisfaction they could be mounted on the trucks we were using, with a 12" shorter wheel base, without changing the weight distribution between the front and rear axles.

We have the mixers mounted on B42S Mack trucks with 170½" wheel base, and our axle loads are what we figured they would be.

The shorter wheel base enables the drivers to spot the truck quicker, especially in tight places, and they make more trips per day than our other trucks. We batch them with 8½ cubic yards of premix concrete, which is sometimes 6" slump, but there is no spillage on the road.

The mixers must be well balanced as there is practically no side sway on the road. They charge and discharge fast, and we are very well pleased with their performance.

Yours very truly,

ERIE BUILDERS' CONCRETE COMPANY

*Howard Doolittle*  
Howard Doolittle, Manager



**BLAW-KNOX COMPANY**

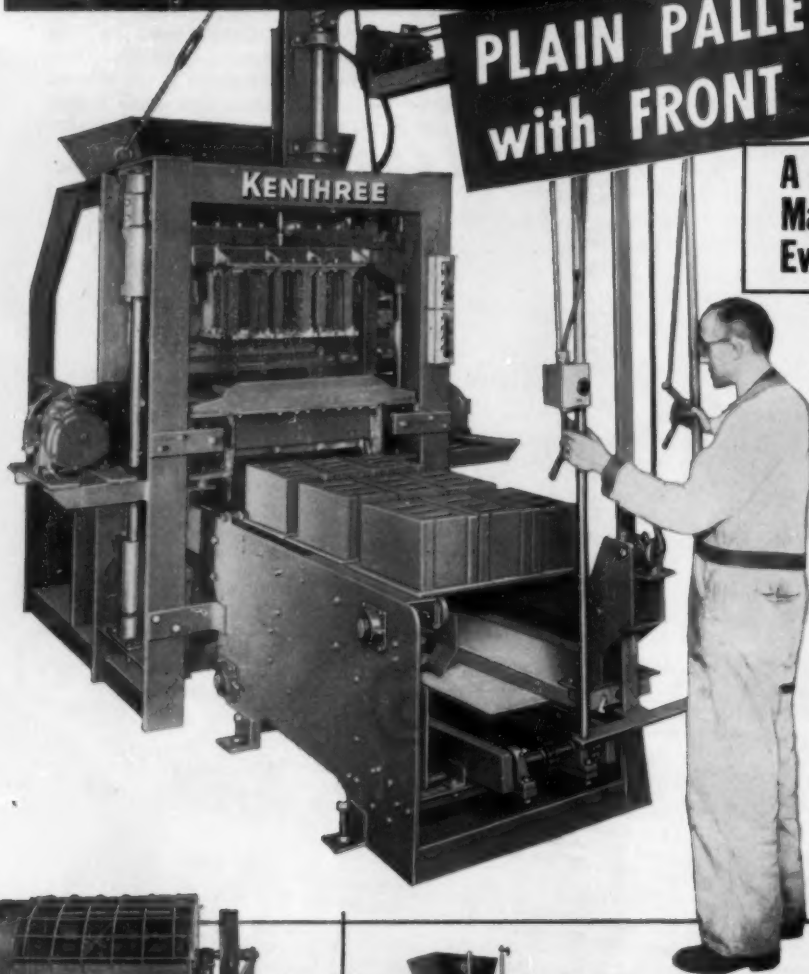
Construction Equipment Division  
33 Charleston Ave. • Mattoon, Illinois





# KENTHREE

## PLAIN PALLET MACHINE with FRONT PALLET RETURN-



**A Compact, Highly, Efficient  
Machine Incorporating  
Every Modern Technique.**

The amount of material, the time of agitation and vibration, accuracy as to size of the blocks, the forward movement of finished blocks, are all controlled electronically and hydraulically.

Electrically controlled hydraulic cylinders permit simplification of design with a sizable reduction in cost of production.

A magnetic spade permits the offbearer to pick up two pallets with three blocks on each and simultaneously drop two empty pallets, one of which immediately moves into position at each cycle.

The KENTWIN automatically produces three 8-inch blocks or equivalent at each cycle made from any aggregate.

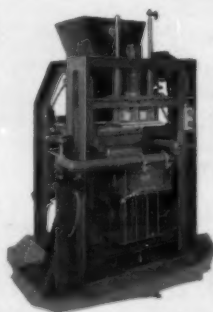
Furthermore, because of its simplicity it is possible to price this machine attractively. See it by all means or write for descriptive literature.



### KENT BATCH MIXERS

Incorporating many features that assure efficient operation, large output and long life.

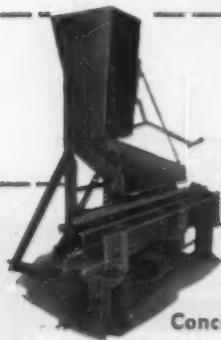
Capacities—12 to 75 cu. ft. per batch.



### KENT BLOCKMAKER

A fast, semi-automatic machine that is relatively low in purchase price and cost of operation.

Economically provides high quality, single cored blocks.



### KENT LINETATOR

A machine that can help you expand your sales and profits through the production of concrete lintels, which are being more and more widely adapted because they are more satisfactory and less costly than steel members.

## SEE THESE MACHINES

AT THE  
**N. C. M. A. SHOW**  
KIEL AUDITORIUM  
February 25th to 28th  
BOOTH "L"

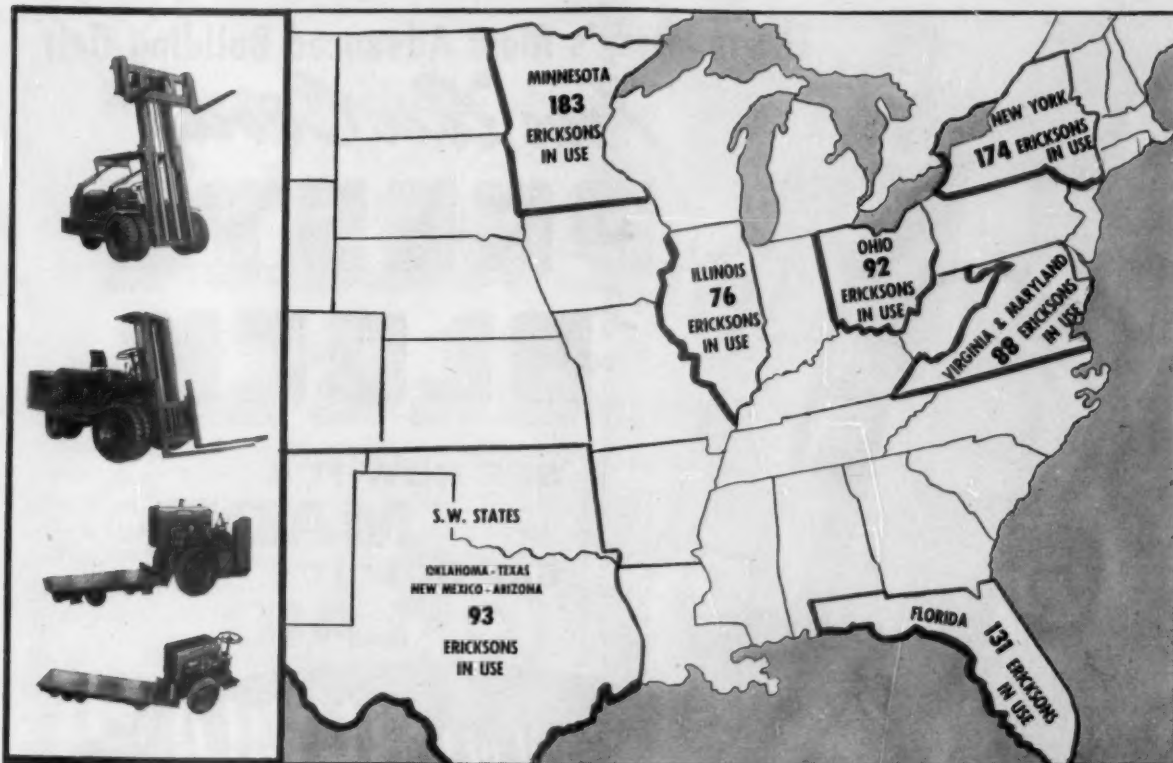
You're also invited to spend a social evening with us at our suite in the Sheraton-Jefferson Hotel.

## The KENT MACHINE CO.

CUYAHOGA FALLS, OHIO • Division of The Lamson & Sessions Company

Concrete Products Machinery Since 1925 Canadian Distributor: Wetlaufer Equipment, Ltd., 49 Merton St., Toronto 12, Ontario





# OVER 1,000 BLOCK PLANTS

## cut costs with *Erickson* the Workhorse of Lift Trucks



Here are some of the concrete block plants who are veteran users of Erickson Trucks

Acme Concrete Products Co., Miami, Florida  
 Ambridge Cement Block Co., Ambridge, Penna.  
 Arizona Precast Concrete Co., Mesa, Arizona  
 Barnes & Cone, Inc., Syracuse, N.Y.  
 Beavertown Block Co., Beavertown, Penna.  
 Bell Supply Co., Pennsauken, N.J.  
 Bergen Building Block, Inc., Ridgefield, N.J.  
 Borin Builders Supply, Inc., Detroit, Mich.  
 Brown Supply Co., Lubbock, Texas  
 Buehner Block Co., Salt Lake City, Utah  
 Burnup & Sims, West Palm Beach, Fla.  
 Campbell Supply Co., Marquette, Mich.  
 Edward Campbell Co., Vincennes, N. J.  
 Camp Concrete Products Co., Columbus, Georgia  
 Canton Block & Tile Co., Canton, S.D.  
 Carter-Waters Corp., Kansas City, Mo.  
 Central Builders Supply Co., Sunbury, Penna.  
 Central Building Supply Co., St. Paul, Minn.  
 Cedar Rapids Block Co., Cedar Rapids, Iowa  
 Certified Concrete, Inc., Muskegon Heights, Mich.  
 Chandler Materials Co., Tulsa, Okla.  
 Cinder Block Co. of Richmond, Inc., Richmond, Va.  
 Cinder Block, Inc., Detroit, Mich.  
 Cinder Block & Material Co., Indianapolis, Ind.  
 Cinder Products, Inc., Cincinnati, Ohio  
 Clark Concrete Construction Co., Idaho Falls, Idaho  
 Comac Builders, Rochester, N.Y.  
 Concrete Building Units Co., Kansas City, Mo.  
 Concrete Products & Supply Co., New London, Minn.  
 Concrete Sectional Culvert Co., Fargo, N.D.  
 Concrete Specialties, Inc., Lyndhurst, N.J.  
 Connecticut Valley Block Co., West Springfield, Mass.

Crego Block Co., Albuquerque, New Mexico  
 Crown Sidewalk & Block Co., Minneapolis, Minn.  
 Crumb-Colton Co., Rockford, Ill.  
 Dakota Lime & Brick Co., Rapid City, S.D.  
 De Yorgi Bros. Inc., Bronx, N.Y.  
 Dodds & Fountain, Greggton, Texas  
 Economy Block Co., Wauwatosa, Wisc.  
 Edmonton Concrete Block Co. Ltd., Ed. Alb. Canada  
 Faber Cement Block Co. Inc., Paramus, N.J.  
 Fairmont Wall Plaster Co., Fairmont, West Va.  
 Falls Block & Supply Co., Inc., Menominee Falls, Wisc.  
 Fehr Concrete Pipe Works, Inc., Eau Claire, Wisc.  
 E. Felicetti & Sons, Niagara Falls, N.Y.  
 Chas. M. Freidheim Co., St. Louis Park, Minn.  
 Gage Bros. Concrete Products Co., Sioux Falls, S.D.  
 Gray Concrete Pipe Co., Thomasville, N.C.  
 Grays Ferry Brick Co., Conshohocken, Penna.  
 Hancock Concrete Products Co., Hancock, Minn.  
 Hemstock Bros., Sparta, Wisc.  
 E. P. Henry & Son, Woodbury, N.J.  
 Hi-Way Cinder Blk. & Material Corp., Rochelle Pk., N.J.  
 Holloway Concrete Products Co., Winter Park, Fla.  
 Hud-Cin Building Products, Westfield, N.J.  
 Iowa Concrete Block & Material Co., Des Moines, Iowa  
 Janesville Sand & Gravel Co., Janesville, Wisc.  
 Ken-Crete Products Co., Kenosha, Wisc.  
 Kent Block Co., Grand Rapids, Mich.  
 William Koenig Co., Cincinnati, Ohio  
 A. C. Krebs Co., Louisville, Ky.  
 Louisiana Concrete Products, Inc., Baton Rouge, La.  
 Madison Silo Co., Winona, Minn.  
 Maine Cement Products Co., Milford, Maine

Marshall Concrete Products Co., Inc., Mpls., Minn.  
 Martin Block Co., Lansing, Mich.  
 Michigan Cert. Concrete Prod., Grand Rapids, Mich.  
 Model Stone Co., Minneapolis, Minn.  
 Molin Concrete Products Co., St. Paul, Minn.  
 Multiplex Concrete Co., East Orange, N.J.  
 Neff Concrete Products Co., Danville, Ill.  
 Edgar D. Otto & Son, Albuquerque, New Mexico  
 V. Patuzzo Bros. & Son, Inc., Baltimore, Md.  
 Peoria Concrete Construction Co., Peoria, Ill.  
 Picone Brothers, Brooklyn, N.Y.  
 Powers Builders Supply, Cheyenne, Wyo.  
 Pre-Cast Concrete Products, Inc., Chicago, Ill.  
 Price Brothers Co., Dayton, Ohio  
 Radel Concrete Products, Inc., Cincinnati, Ohio  
 Rock-Crete Corporation, Ridgefield, N.J.  
 Schaefer Bros. Builders Supply Co., Rochester, N.Y.  
 Scioto Building Units Co., Portsmouth, Ohio  
 L. E. Shaw, Ltd., Nova Scotia, Canada  
 Stewart & Nattinger, Clinton, Mo.  
 I. L. Stiles & Son Brick Co., North Haven, Conn.  
 Geo. Strauss Cinder Block Co., Inc., Denver, Colorado  
 Supercrete Limited, St. Boniface, Manitoba, Canada  
 Supercok Block Co., Birmingham, Ala.  
 Tampa Sand & Material Co., Tampa, Florida  
 Le Block Co., Lubbock, Texas  
 Thorold Concrete Block, Thorold, Ontario, Canada  
 W. G. Traver Supply Co., Decatur, Ill.  
 Tri-Mont Block & Silo Co., Monterey, Minn.  
 United Cement Products Co., Wichita, Kansas  
 Virginia Dunbrik Co., Inc., Lynchburg, Va.  
 Worrall Bros. Inc., Louisville, Ky.  
 Yonkers Concrete Products Co., Yonkers, N.Y.



See us at Booths 55 and 62  
**N. C. M. A.**  
 St. Louis, Mo., Feb. 25-28

Send for catalog describing the complete line of Erickson fork and platform trucks from 2,000 lbs. to 20,000 lbs. capacity.

**ERICKSON POWER LIFT TRUCKS, INC.**  
 221 St. Anthony Blvd. N. E., Minneapolis 18, Minn.  
 EXPORT DEPT., Neuert, Wilton & Associates, Inc.  
 32 W. Randolph St., Chicago 1, Ill., U.S.A.





The Industry's Most Advanced Building Unit

*True "Air Cavity"*

**PRESTO  
BLOCK**

SEE HOW IT'S  
**MADE**  
SEE HOW IT'S  
**LAI**

See it at the **NCMA**  
**Convention in St. Louis**  
Feb. 25 thru 28th, 1957



## *Construction Superiority*

See how easy Presto Blocks lay up into a perfectly insulated self-aligning wall with features that mean stronger, more beautiful concrete block structures. See why Presto Block's twin wall construction means built-in moisture, sound and climatic insulation at its best.

## *Automatically Produced*

See why the electronically-controlled, hydraulically-operated machines that produce Presto Block... at the same speeds and with the same aggregates as conventional block... are the finest, most advanced machines in the world today.

GET THE COMPLETE PRESTO BLOCK STORY and information regarding franchise manufacturing arrangements today. Wire, write or phone:

### **PRESTO BRICK MACHINE CORPORATION**

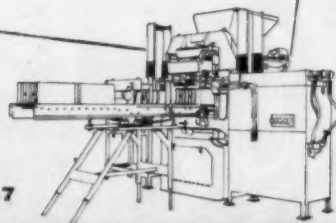
Empire State Building, New York

• Pennsylvania 6-1353-4-5-6-7

© Presto Brick Machine Corp. 1957

### **To the Concrete Industry —a sincere thanks!**

Last September we announced the development of PRESTO BLOCK, industry's first and only automatically produced TRUE "AIR CAVITY" concrete building unit. After five short months, we are happy to report that our revolutionary product has gained nationwide recognition with architects, builders, contractors and homeowners! And now PRESTO BLOCK takes this opportunity to say thanks for your interest... and your acceptance!



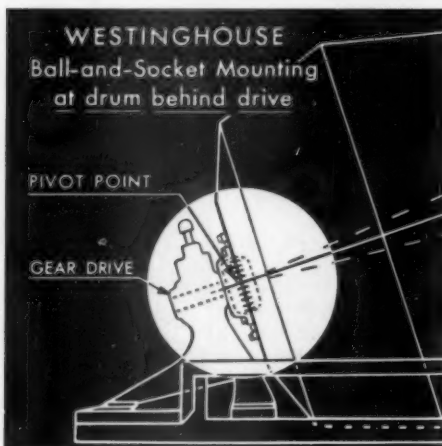
**COMPLETE CAVITY-WALL INSULATION AT LOWER IN-THE-WALL COST**

# How to reduce mixer maintenance costs

The Westinghouse Transit Mixer pictured is pouring on a large septic tank project in Pennsylvania. You can imagine the rough ground over which it traveled to get to this spot—the uneven ground on which it stands while discharging its load. If that were any other mixer (with chain or pinion and ring gear drive) the driving mechanism would be subjected to severe stresses and wear because of frame weaving and twist but not so with Westinghouse.

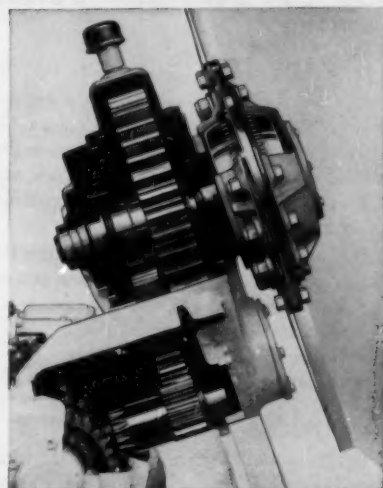
Westinghouse has it over other mixers in these two important respects—1, the driving mechanism consists of fully-enclosed gears which suffer no more wear and need no more attention than a conventional auto transmission—2, a large geared ball-and-socket drum mounting completes the drive and absorbs all drum misalignment allowing none to get to the driving gears. These patented features vastly reduce maintenance costs as compared to other mixers.

These Westinghouse advantages and others are fully illustrated and described in a new 1957 catalog. Before you buy another mixer get your copy from your local distributor or write Westinghouse.



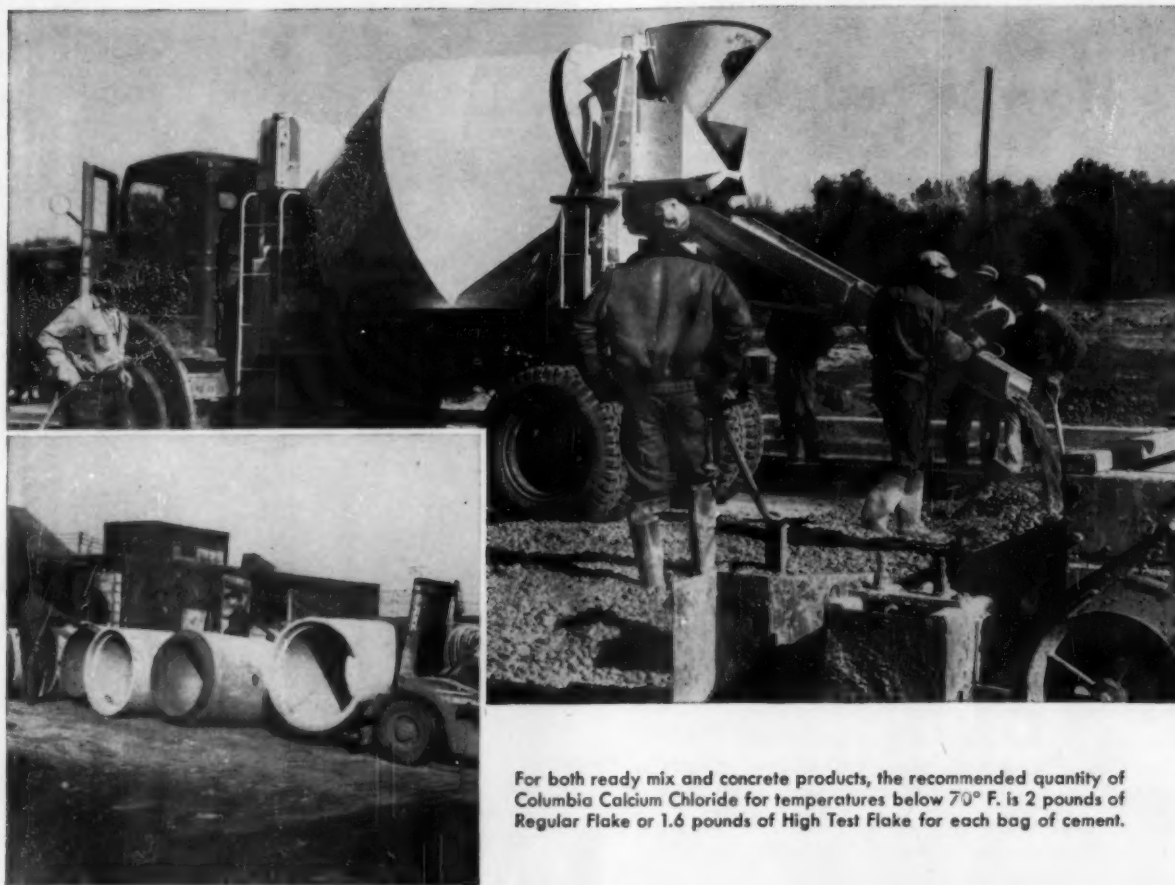
Because the drum mounting is behind the drum drive no misalignment (suggested by dotted lines in sketch) is transmitted to solidly mounted drum drive gears.

Cut-away view of the exclusive Westinghouse enclosed-gear drum drive and geared ball-and-socket drum mounting.



**WESTINGHOUSE TRANSIT MIXER DIVISION**  
LeTourneau-Westinghouse Company, Indianapolis 6, Indiana  
Member of National Ready Mixed Concrete Association





For both ready mix and concrete products, the recommended quantity of Columbia Calcium Chloride for temperatures below 70° F. is 2 pounds of Regular Flake or 1.6 pounds of High Test Flake for each bag of cement.

## in ready mix or concrete products you get stronger concrete faster with COLUMBIA CALCIUM CHLORIDE

### IN READY MIX

Ready mix producers can render a genuine service to customers by recommending the use of Columbia Calcium Chloride—especially at temperatures below 70°F. when the set and early strength of plain concrete are greatly retarded.

You can add Columbia Calcium Chloride to the mix either at your plant or on the job.

- Makes initial and final set three times faster
- Increases early and ultimate strength
- Releases forms faster for re-use
- Cuts down on overtime
- Helps meet work schedules
- Increases workability

### IN CONCRETE PRODUCTS

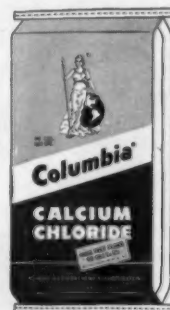
Whether your concrete products are blocks, pipe, or pre-cast units, the use of Columbia Calcium Chloride will improve production and lower manufacturing costs. Here

are some of the advantages you gain by adding Columbia Calcium Chloride to your mix:

- Reduces time required for initial set
- Gives higher early strength
- Reduces curing time
- Reduces cracking
- Allows for quicker handling
- Reduces breakage
- Permits earlier shipping

Economical Columbia Calcium Chloride is available in 100 pound paper bags in Regular Flake, and in 80 pound paper bags HIGH TEST FLAKE.

Write today for complete information. Please specify whether your interest is in ready mix or concrete products.



### COLUMBIA-SOUTHERN CHEMICAL CORPORATION

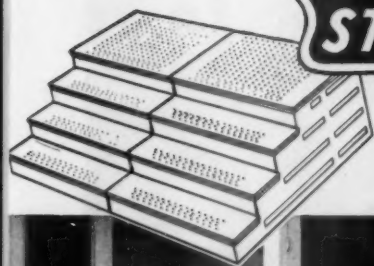
SUBSIDIARY OF PITTSBURGH PLATE GLASS COMPANY  
ONE GATEWAY CENTER - PITTSBURGH 22 - PENNSYLVANIA



DISTRICT OFFICES: Cincinnati • Charlotte • Chicago  
Cleveland • Boston • New York • St. Louis • Minneapolis  
New Orleans • Dallas • Houston • Pittsburgh • Philadelphia  
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Chemicals Division





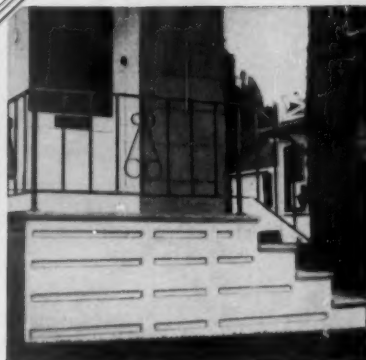
# America's Famous Firsts

## KOGL'S UNIT STEP

*first one-piece step*



6' 3 riser with  
platform 42" deep



convenient solution to  
side entry problem



good looking and permanent  
on new home



simple and handsome  
on remodeled home

**FIRST**

*one-piece hollow-cast  
concrete step*

**FIRST**

*non-skid concrete step*

**FIRST**

*precision-perfect step*

Unit Step forms are made in standard widths of 4, 5 and 6 feet . . . one to six risers high, in one piece, with or without platforms, Steps and railings can be provided in unlimited variations to suit almost every need.

Kogl's Unit Step Forms and methods of casting are covered by seven patents (64) claims. This emblem insures that Unit Steps meet the rigid specifications required by the owner of these patents. Unit Steps are manufactured in the United States and Canada. Forms are manufactured by the Unit Step Form Co., So. Robert Road, R. 10, South St. Paul, Minnesota.



novel arrangement of steps  
leading over terrace



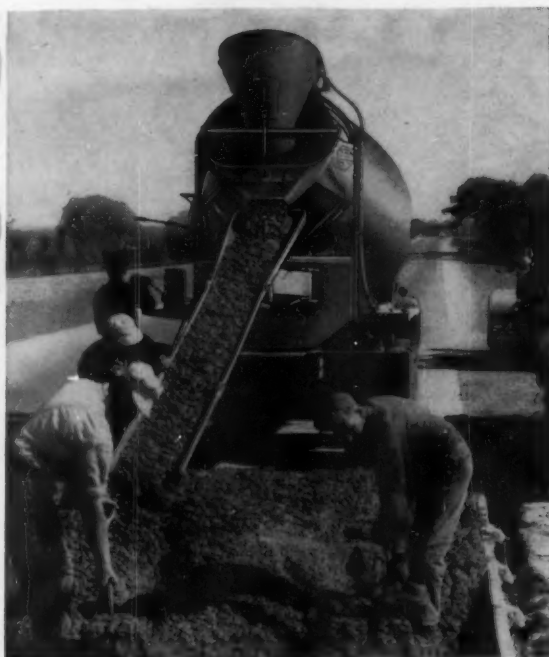
Interior stairways cast to the architect's specifications under Mr. Kogl's patented methods. 110 flights of stairways were installed in this \$3 1/2 million project in Madison, Wisconsin.

**1957 UNIT STEP Manufacturers'  
Association National Convention  
February 7, 8, 9 — Hotel Orlando,  
Decatur, Illinois. Plan to Attend**

# New **TED** **TRANSCRETES**

... pare operating and  
maintenance costs to the  
bone ... put bigger  
profits in every  
pour!

\*Truck Engine Drive



**5 to 7 YARD  
CAPACITIES**

Cut-away above shows how power is taken from front of engine and transmitted simply, efficiently to drum drive unit.

TED Transcrete users report up to \$55 a month per machine saving on gasoline alone.

Drum rotation is subject *ONLY* to truck throttle variations ... giving almost constant drum r.p.m.

Has all the job tested, time proven **BIG PERFORMANCE** features of other Transcretes — including trouble-free Floating Drive and Swing-Out Hopper. **YOUR GUARANTEE OF FASTER CHARGING, MORE THORO MIXING, QUICKER DISCHARGE — AT LESS COST!**

ON DISPLAY  
FEB. 25 - 28  
CONCRETE INDUSTRIES EXPOSITION  
Kiel Auditorium  
St. Louis

**Get full details today. Write for New  
FREE illustrated TED TRANSCRETE Folder**

**CONSTRUCTION MACHINERY CO., WATERLOO, IOWA**

# BIG BUSINESS



T-17

## Ready-Made Markets Await Local Manufacturers of Concrete Drain Tile

Many millions of concrete drain tile are annually produced — for a variety of uses — by a chain of local plants, each operating to supply regional demands, and under economic conditions most favorable to low-cost production and high-income potentials. Today's demands and tomorrow's sale possibilities are expanding much faster than productive capacities, and opportunities are open for many more local sources of supply. This has tremendous interest for those now manufacturing other concrete products because it's a low-investment opportunity.



*This unretouched photograph shows representative examples of drain tile. Clay tile is at left; concrete tile at right. Note the roundness, cleanliness and ribbed belt of the concrete tile. Also note the absence of distortion and shaling.*



The Champion is backgrounded by fifty years of drain tile machine building. Compact, simple, low priced. With automatic feeder, it reduces manufacturing to a one-man operation. Makes all sizes 3" to 12" diameter. Write for descriptive literature and other interesting information.

**W. E. DUNN MFG. CO.**

526 W. 24th Street      Holland, Michigan  
976 Dundas Highway, Cooksville, Ontario, Canada



# INDUSTRY NEWS

## Douglas Lee, New Editor of Concrete



**CONCRETE** has begun this new year with a new editor. Douglas Lee, succeeding William M. Avery, who served the magazine for the past two and a half years. Mr. Avery

left to devote his time to the publishing business he established some months ago and to take up duties as an associate editor of *Rock Products* magazine.

Mr. Lee served in the navy during World War II, and received his

degree in English at Lake Forest College. He brings a background of varied experience to **CONCRETE**. He has been a reporter for the *Waukegan News Sun*, and editor of three weekly newspapers. For the past year and a half he was an associate editor for the new encyclopedia to be published by a division of Cuneo Press in 1959. Mr. Lee began his college training in chemical engineering and used this technical knowledge in his work on the encyclopedia, handling scientific subjects and helping to write material on construction and construction equipment.

Mr. Lee lives in Evanston with his wife and two children.

## Dallas Chosen For ACI Convention, Feb. 25-28

Three days of general sessions on concrete design and construction, materials, prestressed concrete, and light-weight aggregates will follow the technical committee meeting scheduled for the opening day of the 53rd annual convention of the American Concrete Institute. The convention, this year, is being held, February 25-28, at the Statler-Hilton Hotel, Dallas, Texas.

As in the past, the convention will include consideration of certain ACI standards and introduction of new officers for the coming year. This will be the first ACI convention held in Texas.

## Iowa State Conference to Discuss Concrete Problems

Another Better-Concrete Conference will be conducted this spring by the department of theoretical and applied mechanics of Iowa State College. This year's conference, scheduled for March 21-22, will include discussion of problems relating to improved concrete practices, materials, and mixture design durabil-

ity. A registration fee is charged for this course.

## Wall Street Finds Cement Industry Booming

According to a survey recently issued by a New York Stock Exchange firm, the cement industry is in excellent financial shape, and is moving forward with substantial expansion programs based on favorable growth prospects. Following the history of the industry through the prosperity of the twenties, the depression of the '30s and the war-time scarcities and restrictions of the '40s, the author notes the surprising development since 1950 of a thriving, prosperous, generally healthy industry. Total capacity at this time first exceeded the level attained in the pre-depression period of expansion—and it kept growing as annual output climbed to 90 per cent of capacity and beyond. The survey shows that the health of the cement industry is tied to the general level of business activity, and notes that a rapidly expanding population, the increasing size of the family, the trend to the suburbs and the corresponding growth of industry and need for more public facilities offer a promise of continued prosperity in the field.

## Calendar . . .

1957

- |                       |                                                                                                                                                   |
|-----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>JANUARY 16-17</b>  | Wisconsin Concrete Products Association — 36th Annual Convention — Plankinton Hotel—Milwaukee, Wisconsin.                                         |
| <b>JANUARY 17-19</b>  | National Concrete Products Association — 8th Annual Convention — Sheraton Mount Royal Hotel—Montreal, Canada.                                     |
| <b>JANUARY 20-24</b>  | National Association of Home Builders — 13th Annual Convention and Exposition—Conrad Hilton, Sherman Hotel, Chicago Coliseum — Chicago, Illinois. |
| <b>JANUARY 27-31</b>  | Associated Equipment Distributors — 38th Annual Convention — Conrad Hilton Hotel — Chicago, Illinois.                                             |
| <b>JANUARY 28-31</b>  | Plant Maintenance & Engineering Conference — 8th Annual Convention and Show—Public Auditorium — Cleveland, O.                                     |
| <b>JAN. 28-FEB. 2</b> | American Road Builders' Association—55th Annual Convention—International Amphitheater — Chicago, Illinois.                                        |
| <b>FEBRUARY 10-13</b> | Mason Contractors Association of America — 7th Annual Convention and Show—Morrison Hotel—Chicago, Illinois.                                       |
| <b>FEBRUARY 11-14</b> | National Ready Mixed Concrete Association — 27th Annual Meeting—Statler Hotel—Los Angeles, California.                                            |
| <b>FEBRUARY 25-28</b> | Concrete Industries Exposition—10th Biennial Exposition—Kiel Auditorium—St. Louis, Missouri.                                                      |
| <b>FEBRUARY 25-28</b> | National Concrete Masonry Association—37th Annual Convention—Kiel Auditorium—St. Louis, Missouri.                                                 |
| <b>FEBRUARY 25-28</b> | American Concrete Institute—53rd Annual Convention—Statler Hilton Hotel—Dallas, Texas.                                                            |
| <b>MARCH 5-9</b>      | American Concrete Pipe Association—49th Annual Convention — Shoreham Hotel — Washington, D. C.                                                    |

## Prestressed Slabs Make Over Old Runways

Prestressed concrete slabs used as an overlay may prove to be the answer to repairing airport runways and taxiways that have been damaged by today's heavy aircraft. This is borne out by the results of a recent two-year study conducted at the San Antonio, Texas, International Airport by the Southwest Research Institute.

Originally, the concrete strips were constructed to withstand the load of the much lighter aircraft that were built prior to the modern four-engined transports and multi-engined bombers. Now these same airport trafficways are beginning to break up.

Three alternatives were apparent: build new, conventional thick concrete overlays over the present facilities, completely replace the runways, or try out the prestressed slab overlays. According to the Southwest Research Institute, the prestressed overlay sections proved satisfactory in the tests.

## November Construction Second Highest Ever

Contract awards for future construction in the 37 states east of the Rockies in November totaled \$1,689,261,000, a decrease of six percent compared to November 1955, according to F. W. Dodge Corporation, construction news and marketing specialists.

Dodge reports that last month was the second highest November ever recorded; on the other hand it was also the third consecutive month in which awards have been lower than in the corresponding periods of 1955.

November awards by the major construction categories show a new dollar volume record in non-residential category of \$729,642,000, up 10 percent compared to November 1955. However, residential awards at \$624,713,000 were 14 percent lower than last year, and heavy engineering at \$344,906,000 was 18 percent below November 1955.

The eleven-month cumulative total of awards established a new dollar volume record of \$22,836,733,000, an increase of five percent over the corresponding 1955 period.

The cumulative awards for the

first eleven months established all-time dollar volume records in two major construction categories: non-residential awards were eight percent greater than the similar 1955 period; heavy engineering showed an 11 percent increase. However, residential awards were one percent below 1955 although they reached the second highest eleven-month residential total ever recorded.

## A. G. Walker Dies

A. G. Walker, chief engineer of The Kent Machine Company, died on November 28 at the age of 45. He had been in the employ of the The Kent Machine Company since 1936 and had served as chief engineer of the company for several years.

## Air-Entraining Agents Reduce Salt Damage

According to a survey conducted by the League of Wisconsin Municipalities, damage to concrete highways from rock salt and chlorides can be reduced by using air-entrained cement. Only three out of the thirty cities participating in the survey reported chloride damage to concrete incorporating air-entraining agents. As a result, twenty-one of the municipalities either now or in the future will require this type of concrete be specified for public pavements.



## Accident Rate Gains Among PCA Members

Both the accident frequency and severity rate for members of the Portland Cement Association were up for the first 10 months of last year over a like period in 1955. Through October a total of 197 accidents were recorded (including 12 fatalities). This compared with 178 (and 7 fatalities) for the same period in the previous year. An estimated 91,500 working days were lost due to accidents. Only 72,861 days were lost during the corresponding 10 months of 1955.

## PCI Board Names Committee Members

An outgrowth of the October meeting in Kansas City of the board of directors of the Prestressed Concrete Institute was the naming of a specification revision committee. This committee will prepare future changes on prestressed concrete specifications which will become the standard in the industry.

H. H. Edwards of Leap Concrete, Incorporated, was named chairman of the group. Serving with him are: T. Y. Lin, Berkeley, California; Kent Preston, Trenton, New Jersey; Peter Verna, Charlotte, North Carolina; Ross Bryan, Nashville, Tennessee; Charles Zollman, Springfield, Pennsylvania; Ben C. Gerwick, Jr., San Francisco; and W. E. Dean, Tallahassee, Florida.

## ACI Approves Calcium Chloride for Winter

The American Concrete Institute now recommends that calcium chloride be added to concrete in cold weather. Before the institute approved the report by its technical committee on winter concreting containing this recommendation, its position had been one of permission rather than recommendation regarding the chemical's use.

Now all major national technical groups in the concrete industry confirm its benefits when used according to the proper methods.

# Everybody's Business

## MATERIALS

- Most of the major cement mills raised their prices 15 to 25 cents a barrel as of the first of January, bringing them up to, and in some places over, the level set by October price increases. The boosts were mainly made to compensate for higher labor costs and the freight rate rise last March. Meanwhile, the railroads have been granted a January increase in freight charges by the ICC — 5 per cent for western roads and 7 per cent for eastern lines — and have filed requests for an additional 15 per cent raise to cover higher wage and operating costs.
- Steel continues in short supply, with informal rationing going on in some sections. Plants have been producing steel at levels above rated capacity for the past 14 weeks, but demand is growing even faster. Among items most difficult to get are structural steel shapes, bringing builders in several areas to switch to prestressed concrete. This development offers interesting opportunities for the concrete industries, especially since the steel companies are planning to raise prices, adding incentive to builders to examine prestressed and reinforced products.

## CONSTRUCTION

- While some forecasters predict a spectacular boom in construction, and others see a steady, gradual, continuing increase, all seem to agree that the building and building products industries are in for at least ten fat years. One prediction, by the building magazine *Architectural Forum*, is that by 1966, new construction will be running at a probable rate of 45 per cent above this year's record of \$44 billion. The figure is based on a 1966 population of 197 million and a gross national product of \$575 billion.

## TAXES

- The final schedule of vehicle taxes imposed by the Highway Revenue Act of 1956 has been released and copies may be obtained now from the District Directors of Internal Revenue. The first return is to be used by vehicle owners for reporting tax on vehicles used at any time in July, August, September or October 1956. It must be filed not later than January 21, 1957. Future returns will be due by the end of the month following the month a vehicle is first used in the tax year. The tax applies to the use of highway motor vehicles having gross weight in excess of 26,000 pounds.

## CREDIT

- The government has raised interest rates on mortgages insured by the Federal Housing Administration in order to attract more lenders into mortgage financing. Joseph Haverstick, president of the National Association of Home Builders, praised the action as removing at least part of the barrier that has been preventing long-term investment funds from going into the home mortgage market. The House of Representatives is currently holding hearings on the loan policy of the Veterans Administration to determine whether raising the rate of interest would be helpful in obtaining more mortgage loans for veterans.
- Whether caused by the government's tight money policy or not, credit expansion shows signs of slowing down. Borrowing has continued, but in smaller leaps and bounds than a year ago. While home mortgages have been hardest hit, large corporations indicate that they too are feeling the pinch. General Electric has put off scheduled construction of a communications equipment plant and a research building for the present.

## Ready-Mix Group Praised

A few words of praise were delivered to the ready mix dealers attending the North Carolina Ready-Mix Concrete Association's recent annual meeting by Frank P. Morris, president of the Carolinas Branch, The Associated General Contractors of America.

Mr. Morris said, ready-mix concrete association members "have met one of the most challenging problems of our day—increased efficiency at lower cost. Ready-mix concrete has been a great contribution to the construction industry, especially for the smaller contractors. You are mixing concrete faster, cheaper, and more efficiently than it can be mixed on the job site. This means lower bids on public buildings, local street, curb, and gutter work."

## Past ARBA President Dies

Robert M. Reindollar, immediate past president of the American Road Builders' Association, died after several months of illness in his home city of Baltimore on Saturday, November 17. He was 62.

Mr. Reindollar, former chairman of the Maryland State Roads Commission, was widely known for his views favoring a national highway program. He furthered the battle for better highways during his ARBA Presidency in 1953 and 1954. He was one of the first to advocate a \$50 billion roadbuilding program in appearances before the Clay Committee at the White House, various Committees of Congress, and numerous audiences throughout the country.

## Keeps Them Warm— or Cool

A Dutch building contractor has found a way to beat the weather, reports Engineering News-Record. He erects an aluminum umbrella over his job and raises it with the building. Plastic sides complete the enclosure, while infra-red heaters warm the interior when necessary.



## Browne Named President Of Texas Products Group

Nolan Browne, head of the Nolan Browne Company, of Dallas, has been elected president of the Texas Concrete Products Association. Harold Dodds of Texarkana is the new secretary-treasurer, and W. F. Smith of Houston and F. L. Carmichael Sr. of Fort Worth have been elected to the board of directors.

## Michigan Concrete Products Group Meets

Members and guests of the Concrete Products Association of Michigan gathered for their sixth and final bi-monthly meeting of the 1956 year at the Detroit-Leland Hotel on December 14-15. One of the subjects discussed in the technical problems committee meeting was lintel design, a subject on which the association is in the midst of preparing data for future publication. At the fifth bi-monthly meeting of the group, held in October at Saginaw, Michigan, approximately 40 members and guests heard discussions on the problems of curing and material handling methods.

## Products Literature Competition Opens

The 1957 Building Products Literature Competition, sponsored jointly by The American Institute of Architects and The Producers' Council, Inc., is now under way.

The purpose of this annual competition is to recognize building products literature and space advertising directed to the architect which is of technical and informative value and of material assistance to the architect in the selection and specification of building products, and to encourage building materials and equipment manufacturers to adopt a more technical approach in the preparation of literature for architectural audiences.

The competition is open to all manufacturers of building materials and equipment, to associations of such manufacturers, and to firms other than building materials manufacturers who have technical litera-

ture of informative value to the architect. Only that product literature and space advertising published since December 31, 1955 will be considered. A panel of five nationally prominent architects will judge the submissions. This competition is the ninth to be conducted by the AIA and the manufacturers' organization. Award winning literature and advertising will be exhibited at the A.I.A.'s Centennial Celebration in Washington, D. C., May 14-17, 1957.

Complete details on the competition can be obtained by writing the Publications Department, The Producers' Council, Inc., 2029 K Street, N. W., Washington 6, D. C.

## Russell Rarey Dies in Columbus, Ohio

Russell Rarey, chairman of the board of directors and president of the Marble Cliff Quarries Company and the Arrow Sand and Gravel Company—both suppliers to the concrete producers in the Columbus, Ohio, area—died on December 10.

Mr. Rarey's Arrow Sand and Gravel Company was one of the original members of the Ohio Ready Mixed Concrete Association. Mr. Rarey, himself, was a past president of the National Crushed Stone Association, as well as past president and treasurer of the Ohio Crushed Stone Association.

## Farst Named to PCA Board

Walter K. Farst, general manager of the Columbia Cement Division of the Pittsburgh Plate Glass Company, was named recently to the 21-member board of directors of the Portland Cement Association.

## G. H. Redding Dies

George H. Redding, 64, president of the Massey Concrete Products Company, Chicago, and past president of the American Concrete Pipe Association, died recently in the Evanston Hospital after suffering from a heart attack. His home was in Wilmette, Illinois.

## Government Steps Out of Concrete Industry

In line with its continuing movement to hold down competition with private industry, the government, over the past three years, has started to move out of the concrete industry. According to an item released recently, the Defense Department has turned over to private industry some 11 batching plants during this period.

## Railroads to Run on Concrete Roadbeds

The coming thing in railroad roadbed construction is a layer of prestressed concrete cushioned with rubber, according to Nelson Moses of Ashtabula, Ohio. Inventor Moses' process of rubber cushioning to reduce vibration and cut maintenance costs is already in use on more than 50 per cent of the nation's railroad roadbeds. But Mr. Moses now suggests going one step further by replacing the conventional slag ballast roadbeds with roadbeds of prestressed concrete. He predicts that in time every railroad track in the country will be using his new process.



## New PCA Lab

● This is one of two new research and development labs to be constructed at Portland Cement Association's Skokie, Illinois, center. Both buildings will be finished late this year.

# Construction Volume To Increase in 1957

Dollar volume of construction contract awards in 1957 will set a new record 7 percent above this year's total, according to estimates released today by F. W. Dodge Corporation, construction news and marketing specialists.

In its annual outlook for the construction industry, the Dodge organization said that physical volume of construction would rise as rapidly as the dollar volume, because of rising construction costs.

Contracts for total building in the 37 eastern states next year are estimated at \$20,393,000,000, the highest in history and 6 percent above the estimate for 1956. Physical volume, as measured by floor area, may be up only one percent, but again this will be the highest level in history, according to the statement.

Contracts for total construction, which includes heavy engineering as well as residential and non-residential building, are estimated at \$26,783,000,000, or 7 percent above the 1956 total. No comparable floor area figure is reported since floor area is not a measure for such major engineering projects as highways and dams.

The residential outlook is for a

small increase in the number of new non-farm dwelling units started, to about 1,125,000 units, according to the outlook statement. This would be reflected in a six percent increase in dollar volume, due to rising costs, and no increase in total floor area, because of the likelihood of a slightly smaller average house next year.

The outlook statement, prepared by Dodge vice-chairman Thomas S. Holden in collaboration with other Dodge staff members, says that "In 1957 there may be some relaxation of financial brakes, but financial authorities will again be alert to the possibility of runaway trends; there will likely be further expansion progress, with moderately increased construction volume, but no rapid overall acceleration. The estimates in the tables assume a nominal increase in physical volume of building with a somewhat larger percentage increase in dollar volume of building contracts, the latter based on an expectation of rising construction costs. For heavy engineering projects substantial increases in physical volume also accompanied by rising costs are anticipated in the indicated overall rise of 10 percent over 1956 levels.

"In the general group under the nonresidential building heading, mod-

erate declines in physical volume of commercial buildings and manufacturing buildings are estimated. Both of these classes of building operations ran to very high totals in 1955 and 1956; their dollar totals may very well increase a little in 1957.

"Hospitals and institutions are expected to run about as in 1956, as far as physical volume is concerned. The other nonresidential building classifications (educational and science buildings, public buildings, religious buildings, social and recreational projects, and miscellaneous nonresidential buildings) are expected to show moderate increases.

"For residential building there is indicated a small increase in new non-farm dwelling units (from an estimated 1,100,000 in the entire United States in 1956, to an estimated 1,125,000 in 1957), no increase in total floor space, a six percent increase in total dollar volume of residential contracts. Thus there is an indicated expectation of a slightly reduced average size and a slightly increased average cost of dwelling units.

"In the heavy engineering classifications, public works and utilities, substantial increases are expected in highway, water supply, sewer and private electric utility projects.

"These estimates indicate that the outstanding change from 1956 to 1957 in the overall pattern of construction activity will be a fairly rapid forward movement in heavy engineering construction; the overall pattern of building activity will not likely change very much but will probably remain very near previously attained peak levels."



## Inexpensive Block House

● An attractive three-bedroom concrete masonry house, which could be built for approximately \$12,000 on a 25 foot lot, was the design objective of George L. Ramsey, Chicago Building Commissioner. As Mr. Ramsey put it, he wanted to help solve the low-cost housing problem of metropolitan areas by designing the kind of home people desire, and yet one that could be paid for in a lifetime. His one-story house contains, besides the three bedrooms, a living room (14 by 17.8 feet), bath and a half, kitchen-dinette unit (7.8 by 15.4 feet), and a total living area of 1,170 square feet.

# Weighing Errors —

are they costing you money?

By Arthur Sanders, Executive Secretary  
Scale Manufacturers Association, Inc.

The importance of accurate weighing is a subject which is becoming increasingly appreciated in the concrete industry. Actually, it would be hard to find a matter of more dollars-and-cents importance. Weighing mistakes can cost big money and they can cause big headaches too.

There are two areas in which weighing mistakes can be very expensive to concrete plant operators: (1) Large amounts of money may be given away in inadvertent overweight of costly ingredients, and (2) weighing mistakes can lead to the preparation of poor quality products with consequent loss of reputation and good will.

Large weighing errors are serious, of course, but the relatively small scale errors may be even more expensive because they do not make themselves apparent. They are

a constant insidious drain on operating efficiency. Small weighing errors, repeated many times, can quickly mount to astonishing figures. Because of this and the fact that a very large proportion of business people are prone to disregard small errors in weighing as being of no real consequence, the education committee of the National Conference on Weights and Measures, and the Scale Manufacturers Association, working together, developed a "scale error chart". From this chart we have prepared the two tables shown here, to reflect the value cost of relatively small weighing errors in dollars (Table 1) and in percentages of product weight (Table 2.)

For example, no company which buys the batching ingredients for concrete would knowingly give away 1.60 per cent of the cost of those materials in overweight on a repetitive error of 8 pounds on weighings of 500 pounds each (as shown on Table 2). Certainly an error of that magnitude would take a large slice from your profits, which may be as low as 4 to 6 per cent. The value in dollars may appear more significant. Take a look at Table 1 and you will see that any 8 pound error on material valued at 3c a pound will amount to \$7,200 in a year of 300 days at 100 weighings a day. Scales are reliably consistent instruments and scale errors are consistent too, as they are generally caused by some basic misadjustment which continues to have the same bad effect. Probably no industry in the country has more weighing headaches than the concrete industry, both from the standpoint of the plant operator and the user.

In batching concrete the operator is in the middle, and to properly protect his interests he needs to steer a straight and accurate course. Otherwise he is in a "heads you win, tails I lose" situation. To use too much of the most costly ingredient, cement, will take away the profit potential from the job, and too much of the least costly ingredient, water, seriously weakens the finished product — concrete. Under such circumstances there is no alternative — the correct quantity of each ingredient must be batched by weight, for assured accuracy.

The fact is that scales, even ruggedly built large capacity hopper scales, are precision instruments. Though they are built to "take it", the normal working conditions

TABLE 1—COST OF SCALE ERRORS IN DOLLARS

Pounds	Annual Error Cost for a Year of 300 days, at 100 weighings a day		
	10c a lb	3c a lb	1c a lb
1	\$ 3,000	\$ 900	\$ 300
5	15,000	4,500	1,500
8	24,000	7,200	2,400
10	30,000	9,000	3,000
12	36,000	10,800	3,600
15	45,000	13,500	4,500
25	75,000	22,500	7,500

TABLE 2—ERRORS IN PERCENTAGES  
FOR APPLIED WEIGHTS

Applied Weight Pounds	Pounds						
	1	5	8	10	12	15	25
500	0.20%	1.00%	1.60%	2.00%	2.40%	3.00%	5.00%
800	0.12%	0.62%	1.00%	1.25%	1.50%	1.86%	3.12%
1,000	0.10%	0.50%	0.80%	1.00%	1.20%	1.50%	2.50%
1,500		0.33%	0.53%	0.67%	0.80%	1.00%	1.66%
2,500		0.20%	0.32%	0.40%	0.48%	0.60%	1.00%
8,000			0.10%	0.12%	0.15%	0.19%	0.31%
15,000					0.08%	0.10%	0.17%



under which they must operate are extremely bad. The average concrete batching plant has a tremendous amount of dust and a condition of high humidity, both of which are conducive to weighing errors. For that reason, executives in the concrete industry would be well advised to become "scale conscious", aware of the losses which faulty weighing can bring them. Reasonable care can do much to overcome these naturally unfavorable conditions.

## MONEY SAVING TIPS ON SCALES

Don't take your scale for granted. It must be given reasonable care if it is to do its job. Here are common sense rules for scale maintenance. Remember, scales in concrete plants are operating under unfavorable conditions. Care will help you avoid weighing errors.

### DO'S

1. Keep scale on zero balance.
2. Keep scale level — see that its foundation is level and solid.
3. Keep scale as clean and dry as possible. The dust found in concrete plants is highly injurious to scale accuracy.
4. Use the appropriate scale for each particular job.
5. Call a qualified scale repairman if you observe any marked change in the operation of the scale. Don't count on a 'jack-of-all-trades' or 'back-alley-mechanic' to 'fix' the scale. (He may 'fix' it for good).
6. Replace scales at reasonable intervals if used a great deal, or if tests show unreliability. It will save you money.

### DON'TS

1. Don't overload scale. Don't use scale for weighing heavier loads than it is designed and rated to handle.
2. Don't abuse scale. It is a precision instrument requiring reasonable care. Avoid tipping and jarring.
3. Don't buy a scale without receiving operating instructions from the manufacturer. Then follow them.

Another point which should be emphasized is that there can be a loss of approximately two per cent by weight of the cement in the handling and transportation from the mill to the batch. This loss occurs because of accumulative errors and losses, which come to an important total. Some cement may sift out of the railroad car or trailer unit in transportation from the mill to the plant. Some may be lost on the ground during unloading. Some may be lost by dusting when charging the batcher.

The losses from handling materials will vary from plant to plant, depending on the facilities used and the efficiency of the methods employed. The losses from incorrect scales and weighing are a different matter. They are sufficient in themselves to cause concern in the con-

crete business. To a great extent they are controllable with a little effort and the effort can make valuable savings. What seem like very small losses per weighing come to tremendous totals in a year, because of the huge number of weighings that are made. It's simple arithmetic.

It is easy to see where giving inadvertent overweight on your scales can be highly expensive. The cost of every additional pound of cement and other ingredients for which you don't receive payment is a direct loss to your profit.

There is another reason why weight of the various ingredients used in the production of concrete must be right. That is for proper quality control. The practice of giving "good measure" is highly objectionable. Far from being a generous gesture, giving the customer "good measure" — supplying in excess of the correct amounts so the customer won't be cheated — may actually be doing him great harm. Thus, if the batch operator batches up the cement and water correctly, for example, and gives "good measure" on sand and aggregate, the concrete will be deficient in cement. This means a concrete of less than the desired strength.

The only answer to the problem of quality control is that all elements of the concrete must be weighed correctly. And this means accurate *weight control*. Batching by weight has proved to be far more accurate and satisfactory than batching by volume. This is especially true where new, faster scales can now do the job in the brief amount of time allotted. One of the reasons for batching by volume in past times has been the great speed needed in such operations. Today, however, scales are able to meet this challenge, and batching by weight instead of by volume pays off both in materials saved and in a higher quality product.

That the concrete business is highly competitive is a well-established conclusion. The concrete operator and the producer of concrete products necessarily must establish and maintain good reputations for quality products. The accuracy of correct scales, supported by adequate batch records, will go far to build the needed reputation and gain customers. In addition to producing and supplying quality products the up-to-the-minute operator must be ready with his records to show exactly what he did supply. Modern weighing equipment with the recording instrumentation which is now available can automatically furnish the permanent records for unquestionable proof, as a by-product of the actual batch weighing operation.

Then when a customer comes back with a complaint, a month or a year later, and says there was too much sand or the wrong amount of cement, the record will establish the facts of the mix. If there was a mistake, the record will show it; if there was none, the record will prove it. Without mix records, settlements with customers may be costly and frequent.

Another important use of recording scales is in specification work. Engineers on large projects may develop a new formula, and this sometimes results in complaints. Without the mix record the concrete operator faces liability or possibly the loss of a large and valued customer. But with automatic scale-operated records the operator has the needed proof that the formula was mixed exactly as ordered.

A company's reputation for accuracy and quality is a most important matter. With reliable scales and adequate records the operator can safely guarantee his concrete.

Labor saving is always important. There is no such thing as cheap labor these days — even unskilled labor

costs real money. By using modern scales, automatic operations can often eliminate manual systems.

A case history we recently received describes the automatic net weight filling of 55 gallon oil drums at the rate of 1,000 drums per eight-hour shift, with a single attendant. Labor savings of \$10,500 a year were obtained by using automation, and overflow losses of as much as \$85 a day were eliminated, bringing total calculated savings to \$32,400 a year. In addition to eliminating labor costs in handling, the automatic controls can eliminate the human error in most instances. Even with the most conscientious personnel, such errors are all too likely to enter any operation.

Speaking of the things that scales will do in this field nowadays, one scale manufacturer was recently talking to me about a remote control weighing system for making up proportioned mixtures. This system enables an operator to turn a few dials to produce a better product faster than several employees used to be able to do. One man, working at a panel control board, runs the entire proportioning of ingredients: sand, water, aggregate and cement.

Systems for automatic operations through one-man panel control boards have been installed recently to achieve maximum output, top efficiency, positive accuracy for quality control, and a permanent record of each ingredient of each batch; all with minimum manpower. The savings through elimination of inaccuracy losses, the quality control records and the labor savings quickly repay the cost of the system. Such batching systems may be activated at the electronic panel board through dials (similar to telephone dials) or by the insertion of punched cards. An unlimited number of mix formulas may be used — 1500 or even more. Such a system, including two or three scales for cement, aggregate and water, can produce from 90 to 200 yards of concrete per hour and the trucks can be loaded at two to three minutes per truck. (Actually the weighing operations take only 15 to 20 seconds.) With all this speed, there is a permanent record of each batch, which can be identified and examined a year or two years later to establish proof of what the batch contained.

Now let's turn briefly to the matter of weighing errors, what they are and why they happen.

What are some of the causes of scale errors? The most common ones are: abuse, worn-out or obsolete scales, and the build-up of friction.

Modern American scales are ruggedly built. But what is too often overlooked is that the scale is a sensitive instrument. Many scales are built to the precision of a fine watch. One ten-thousandth of an inch tolerances are not unusual.

That means that rough treatment, inattention, or the attempted repair or adjustment of scales by untrained personnel can cause sensitive mechanisms to get out of alignment. This easily leads to mistakes.

Friction is another cause of weighing errors. The most common result of friction is simply the wearing out of the scales from hard usage. When parts are new, they are keen and hard and move easily against each other. With thousands of weighings, the parts become dulled and build up resistance to movement. That usually means that more weight is on the platform than is indicated by the scale.

In short, it usually means that you're giving away more of your product than you're getting credit for. It's the "baker's dozen" through inadvertence, and because of its bad effect on quality the excess weight does harm to your customer as well as to your pocket book.

Frequent, regular tests are the only way you can tell whether your scales are correct or not. Scales never give warning of defects. Unlike other pieces of equipment you use, they seldom or never break down; they just keep on grinding out inaccurate results. Such results are virtually guaranteed to cost you money or get you in trouble with your customers.

Concrete makers and users undoubtedly have a particularly difficult time avoiding the build-up of friction in their scales because of the tremendous amount of dust and moisture in the plant atmosphere. These can gum up the working parts of the scale, causing it to become "slow". For this reason it is especially desirable that scales be tested frequently to see if they need repair or replacement.

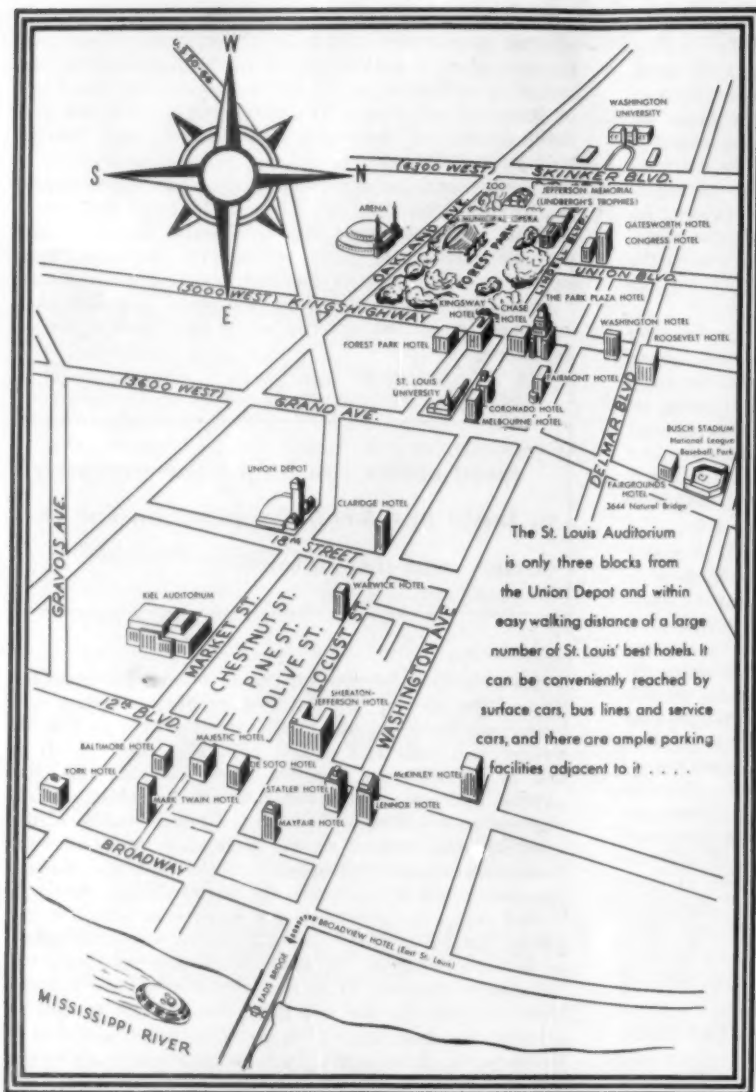
**good scales can help your company  
to build and keep a reputation for accuracy and dependability.**

Scales used in the concrete business have developed far beyond the ancient use of scales for buying, selling and bartering. However, essentially the business is that of buying materials and selling converted products. It is just as important in concrete to get the materials you pay for and not to hand out materials for which you do not receive payment, as it is for the merchant, the wholesaler and the broker. At the beginning the plant pays tremendous sums for materials purchased and freight charges. It should not pay for materials not received. Sound business judgement and experience establish the policy that the purchaser should not depend on shippers' or carriers' weights. The scales used may have been unreliable or obsolete, or human errors may have affected those weights. No one will deny that you are entitled to all that you pay for, and the way to be sure of that is to check the incoming weights on appropriate receiving scales.

With good receiving scales, properly maintained, the plant will soon establish a reputation for dependable weights, and this in itself will assure you that shippers will exercise care to see that the weights billed to you are correct.

In many jobs quality control is of the utmost importance, and proportioning by weight gives a degree of accuracy available by no other system. It should also be pointed out to manufacturers of concrete and cement products that weight determination by any means other than the use of a weighing scale is unsatisfactory so far as weights and measures officials are concerned. For example, if material is sold by weight it cannot be volume measured. Then, too, careful weighing is a must to avoid giving less than the quantity billed, as well as to protect the producer from giving overweight.

Accurate weight is vital to the concrete industry. Use the proper scales for your weighing, take a little care of them and you will find real advantages in your profit and loss statement. One final thought: in weighing concrete ingredients you are literally weighing money. What you are doing is converting pounds into dollars. It's money your plant is weighing. Make sure you weigh it right.



● Downtown St. Louis at a glance.

A throng in excess of 5,000 producers of concrete block and other precast concrete products and ready mixed concrete is expected to be on hand for the 37th Annual Convention of the National Concrete Masonry Association and the 10th Biennial Concrete Industries Exposition, February 25 to 28, in St. Louis, Mo.

Plans are being finalized for what is hailed as the biggest and best "double-barreled" program yet presented.

Scene of the joint attraction will be vast Kiel Auditorium located in the heart of downtown St. Louis. NCMA meeting sessions will convene in the Opera House directly above the Exposition Hall, headquarters for the Concrete Industries Exposition.

NCMA's four-day meeting will cover subjects touching all segments of the concrete masonry industry. Particular emphasis will be given to promotion, sales and technical aspects of block production.

An outstanding host of guest speakers has been assembled. One of the principal addresses is to be given by Prof. G. Herbert True, special marketing consultant to General Electric, Studebaker-Packard, Outdoor Advertising and assistant professor at the University of Notre Dame. His topic, "Have You Had a Profitable Idea Lately?"

Association activities and projects planned for 1957 will be outlined by staff personnel. Shadowal Block, the revolutionary new beauty unit, will make its formal debut. Late developments on the proposed NCMA office and research building will also be discussed.

# Everybody's headed for St. Louis!

**Biggest Concrete Industries Exposition  
and 37th Annual NCMA Convention Highlight  
February for Products and Ready Mix Men**

Special meetings devoted to promotion and technical problems will run concurrently on Wednesday, February 27. A technical session will meet again on Thursday, along with one dealing with local, state and regional associations of concrete block producers.

As in former show years, the convention sessions will be held in the



mornings from 10:00 A. M. to 1:00 P. M., and the Concrete Industries Exposition will be open each of the four days from 1:00 P. M. to 6:00 P. M. Accordingly, no visitor need miss any part of the convention sessions or the show as there will be no competition for his time between the two events.

Occupying some 25,000 square feet, the Concrete Industries Exposition will set a new high in total exhibit space used and number of exhibitors. Available exhibit space has been increased 40 per cent over the 1955 show in Cleveland and at the time of this writing some 120 companies have reserved exhibit space. As a glance through the accompanying list of exhibitors will indicate, the exposition will display a wealth of equipment and materials used in the production, handling, distribution and use of precast concrete products and ready mixed concrete.

A full social calendar has likewise been mapped out, highlighted by the annual banquet featuring dining, dancing and top entertainment. Functions for the ladies include a luncheon party and an afternoon at Cinerama.

Association members will be admitted free to both the convention meetings and the Concrete Industries Exposition. Non-members will be assessed a \$20 registration fee for the meetings, but there will be no charge of any kind for those non-members and other guests who wish only to see the Exposition.

Following is the list of exhibitors who have reserved space at the time this issue is going to press:

**A A Wire Products Co., Chicago, Ill.**  
**Acme Steel Company, Chicago, Ill.**  
**Adrian Peerless, Inc., Adrian, Mich.**  
**Almar Specialty Machines, Inc., New York, N. Y.**  
**Anchor Pressure Doors, Inc., Buffalo, N. Y.**  
**Andrews Machine Company, Decatur, Ill.**  
**Atlas Fly Ash, Inc., Buffalo, N. Y.**  
**Barber-Greene Co., Aurora, Ill.**  
**Basalt Rock Co., Inc., Napa, Calif.**  
**Bergen Machine & Tool Co., Inc., Nutley, N. J.**  
**Besser Company, Alpena, Mich.**  
**Black & Sons, Inc., Adam, Jersey City, N. J.**  
**Blaw-Knox Company, Mattoon, Ill.**  
**Blocks, Inc., Leominster, Mass.**  
**Builders Equipment Co., Phoenix, Ariz**

**Burkhart Engineering Associates, Inc., Boston, Mass.**  
**Burns & Russell Co., Baltimore, Md.**  
**Butler Bin Company, Waukesha, Wis.**  
**Calcium Chloride Institute, Washington, D. C.**  
**Carpenter Mfg. Co., Richmond, Va.**  
**Carter-Waters Corp., Kansas City, Mo.**  
**Celotex Corporation, Chicago, Ill.**  
**Chain Belt Company, Milwaukee, Wis.**  
**Champ Corporation, El Monte, Calif.**  
**Chicago Fly Ash Co., Chicago, Ill.**  
**Clark Equipment Co., Battle Creek, Mich.**  
**Cleaver-Brooks Co., Milwaukee, Wis.**  
**Cleveland Vibrator Co., Cleveland, Ohio**  
**Clipper Mfg. Co., Kansas City, Mo.**  
**Columbia Machine, Vancouver, Wash.**  
**Concrete Controls Corp., Wheaton, Ill.**  
**Concrete Machinery Co., Inc., Hickory, N. C.**  
**Concrete Magazine, Chicago, Ill.**  
**Concrete Transport Mixer Co., Inc., St. Louis, Mo.**  
**Construction Machinery Co., Waterloo, Iowa**  
**Continental Motors Corp., Muskegon, Mich.**  
**Cook Bros. Equipment Co., Los Angeles, Calif.**  
**Copco Steel & Engineering Co., Detroit, Mich.**  
**Corson, Inc., G. & W. H., Plymouth Meeting, Pa.**  
**C & W Sales Co., Menlo Park, Calif.**  
**Davis Co., Frank D., Los Angeles, Calif.**  
**Detroit Edison Company, Detroit, Mich.**  
**Dunn Mfg. Co., W. E., Holland, Mich.**  
**Dur-O-wal Division, Cedar Rapids Block Co., Cedar Rapids, Iowa**  
**Edick Laboratories, Inc., Milwaukee, Wis.**  
**Elastizell Corp. of America, Alpena, Mich.**  
**Elberfeld Mfg. Corp., Elberfeld, Mich.**  
**Engineered Equipment, Inc., Waterloo, Iowa**  
**Erickson Power Lift Trucks, Inc., Minneapolis, Minn.**  
**E. & R. Mfg. Co., Rochester, Ind.**

**Evans Co., Robert G., Kansas City, Mo.**  
**Fleming Mfg. Company, Cuba, Mo.**  
**Food Machinery & Chemical Corp., Lakeland, Fla.**  
**Fort Worth Steel & Machinery Co., Fort Worth, Texas**  
**Fruehauf Trailer Co., Detroit, Mich.**  
**Fuller Company, Catasauqua, Pa.**  
**Gary Slag Corporation, Chicago, Ill.**  
**General Engines Co., Thorofare, N. J.**  
**Haverstick Brothers, Lancaster, Pa.**  
**Hawkeye Reinforcing Wire Co., Mason City, Iowa**  
**Heltzel Steel Form & Iron Co., Warren, Ohio**  
**Hyster Company, Portland, Oregon**  
**Jaeger Machine Company, Columbus, Ohio**  
**Johnson Co., C. S., Champaign, Ill.**  
**Kent Machine Co., Cuyahoga Falls, Ohio**  
**Knickerbocker Co., Jackson, Mich.**  
**Koehring Company, Milwaukee, Wis.**  
**Lackey, Inc., W. H., Kingsport, Tenn.**  
**Leap Concrete Inc., Lakeland, Fla.**  
**Lith-I-Bar Company, Holland, Mich.**  
**Macleon-Hunter Publishing Corp., Chicago, Ill.**  
**Marble Face Blocks, Inc., Kenilworth, N. J.**  
**Marsh Engineering Co., E. F., St. Louis, Mo.**  
**Monarch Road Machinery Co., Grand Rapids, Mich.**  
**Motorola Communications & Electronics, Inc., Chicago, Ill.**  
**Olsen Corp., Gene, Adrian, Mich.**  
**Oswalt Engineering Service Corp., Forest Park, Ill.**  
**Park Tool Company, St. Cloud, Minn.**  
**Pit & Quarry Publications, Chicago, Ill.**  
**Plyco Corp., Elkhart Lake, Wis.**  
**Port Huron Chemicals, Inc., Port Huron, Mich.**  
**Praschak Machine Co., Marshfield, Wis.**  
**PreCaster, Inc., Cincinnati, Ohio**  
**Precision Machine Works, Oklahoma City, Okla.**  
**Presto Brick Machine Corp., New York, N. Y.**

(Continued on page 37)

# Ready-Mix Dealers Travel Westward To Los Angeles

Though the official dates of both the 27th annual convention of the National Ready Mixed Concrete Association and the 41st annual convention of the National Sand and Gravel Association are set for February 11-14, exhibitors and some members of both associations will begin gathering at the Statler Hotel, Los Angeles, the week before the convention opens.

Senator Barry M. Goldwater, Arizona, has been chosen as the principal speaker at the joint luncheon, Wednesday, of the two associations. He will be introduced by President Robert Mitchell of the NRMCA.

Other interesting programs have been scheduled for both ladies and members who attend, so that everyone will be offered an enjoyable time between meetings that pertain strictly to business.

Some of the highlights, picked from the program, include: A ladies' outing and tour of the Los Angeles area and a fashion show on Tuesday; a forum discussion on "Practical Problems in the Installation and Operation of Industrial Radio" slated as a part of the program for Tuesday morning; also on Tuesday morning, the presentation to the trophies to the winners of the 1956 NRMCA safety contest; a talk that afternoon on "The Business Outlook in 1957" given by Ernest Loebbecke, President of the Title Insurance and Trust Company, Los Angeles; and panel discussions in the engineering session, Wednesday morning, on (a) problems of using lightweight aggregates, (b) the disposition of solids from wash water, and (c) the control of dust in batching operations.

On Wednesday afternoon, a school-room "clinic" will be conducted on calculating proportions for concrete.

A program of the four-day NRMCA convention follows so that those planning to attend can check the items of interest to them.

## Monday's Program

7:30 a.m. — Annual meeting of

Board of Trustees of Group Insurance Plan.

9:30 a.m. — Ladies only brunch.

9:30 a.m. — Meeting of Committee on Nominations — National Ready Mixed Concrete Association.

1:00 p.m. — Joint Luncheon, Board of Directors National Sand and Gravel Association and National Ready Mixed Concrete Association.

2:00 p.m. — Conference on Activities of State and Area Associations in the Sand and Gravel and Ready Mixed Concrete Industries.

2:30 p.m. — Board of Directors National Ready Mixed Concrete Association.

6:30 p.m. — Hospitality Hour

## Tuesday's Program

9:00 a.m. — For the ladies: Buses will leave at 9:00 a.m. from the Francisco Street entrance of the Statler for a tour of Bel Air, Santa Monica and Malibu districts, followed by a luncheon and fashion show at the Beverly Hills Hotel.

9:30 a.m. — Address of NRMCA President Robert Mitchell, Los Angeles, California.

"Basic Insurance for a Ready Mixed Concrete Company," Eric C. Ryberg, Treasurer, Utah Sand and Gravel Products Corporation, Salt Lake City, Utah.

"Practical Problems in the Installation and Operation of Industrial Radio," Glenn C. Cook, American Builders Supply Company, Louisville, Kentucky.

Open Forum Discussion on Industrial Radio — Panel: Glenn C. Cook — M. Eugene Sundt, Vice President, Albuquerque Gravel Products Company, Albuquerque, New Mexico — William J. Hicklin, Jr., Capitol Concrete Company, Jacksonville, Florida. Report of the Committee on Nominations and election of officers.

Presentation by The Concrete Manufacturer of Safety Trophies for 1956.

2 p.m. — "Public Works for Los

Angeles — A Program to Fit the Needs of a Growing Community", Honorable Norris Paulson, Mayor of the City of Los Angeles.

"The Business Outlook in 1957", Ernest Loebbecke, President, Title Insurance and Trust Company, Los Angeles, California.

"What California Must Do to Meet Its Requirements for Public Works", Frank B. Durkee, State Director of Public Works, Sacramento, California.

6:00 to 7:30 p.m. — Hospitality Hour

## Wednesday's Program

9:30 a.m. — "Public Relations Program for the Ready Mixed Concrete Industry," Ralph H. Anderson, Chairman, Public Relations Committee, National Ready Mixed Concrete Association.

Panel Discussion of Various Aspects of Public Relations. Zoning — Wm. Edward Hole, President, American Aggregates Corporation, Greenville, Ohio. Local Press — Robert J. Hummel, Vice President, Consumers Company, Chicago, Illinois. Metropolitan Area — Gary L. Marable, Vice President, Ready Mix Concrete Company, Fort Lauderdale, Florida. Legislative — E. J. Nunan, Sales Manager, Buffalo Slag Company, Inc., Buffalo, New York.

Engineering Session — Panel discussions on special operating problems: (a) problems of using lightweight aggregates; (b) the disposition of solids from wash water; and (c) the control of dust in batching operations.

Committee reports: (a) Committee on Ready Mixed Concrete Standards; and (b) Committee on Cement.

2 p.m. — "Cost Accounting Manuals for the Ready Mixed Concrete Industries" — Paul J. Kremer, Chairman, Joint Committee on Cost Accounting.

Discussion by Members of the Joint Committee: J. M. Criswell, Warner Company, Philadelphia — Eugene J. Halter, J. K. Davison & Brothers, Pittsburgh, Pennsylvania — Henry H. Kirwin, Eastern Rock Products, Incorporated, Utica, New York — J. H. Reid, Standard Paving & Materials, Limited, Toronto, Ontario, Canada.

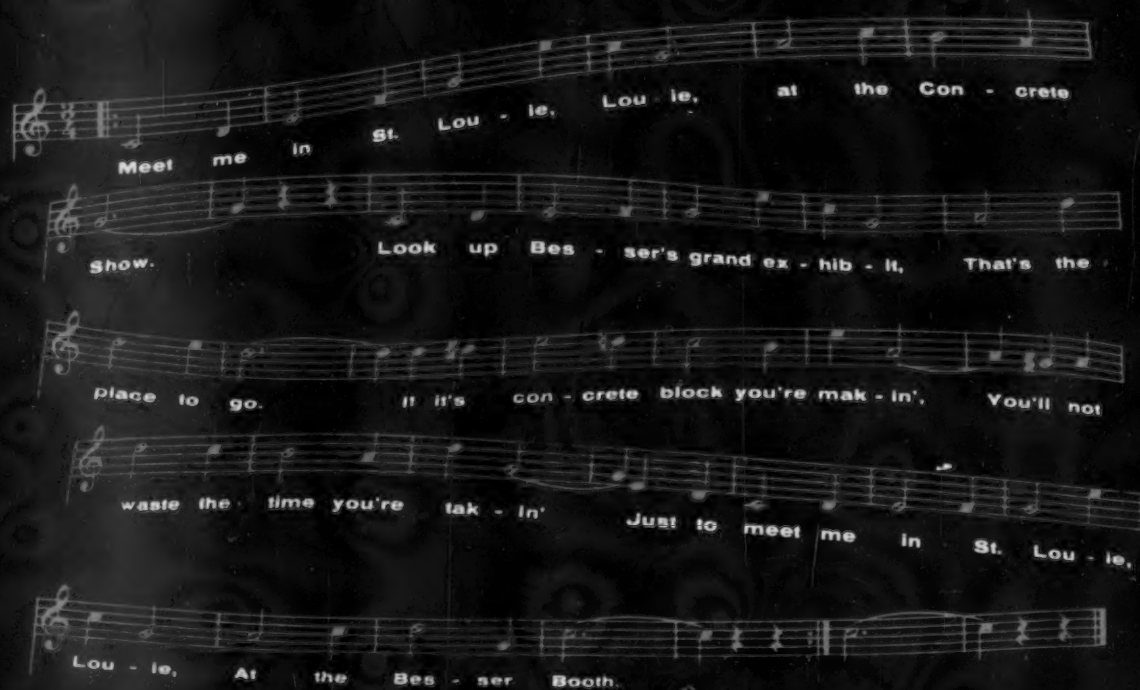
"The New Depreciation Regulations" — John W. Murphy, Union Sand and Gravel Company, Spokane, Washington.

"Tax on Motor Vehicles Imposed by Federal Highway Act of 1956" —

Meet  
me  
in

ST. LOUIS

LOUIE





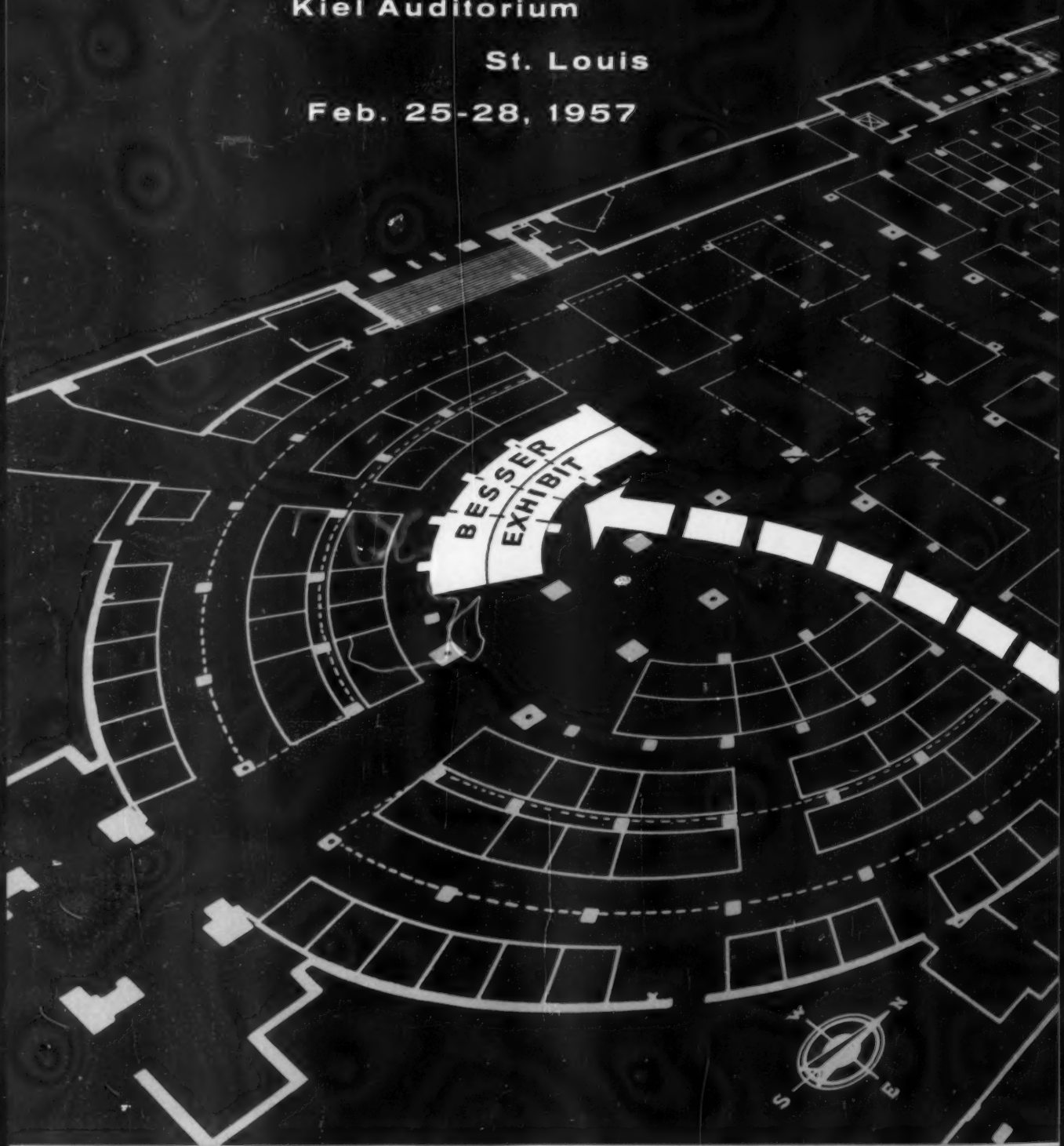
# **NCMA CONVENTION**

**and CONCRETE INDUSTRIES EXPOSITION**

Kiel Auditorium

St. Louis

Feb. 25-28, 1957





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are also invited to visit

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Statler Hotel . . . St. Charles Room,  
Mezzanine Floor.

**BESSER Company, ALPENA, MICH., U. S. A.**



Kenneth E. Tobin, Jr., Associate Executive Secretary.  
Engineering session — Clinic on calculating.

6:45 p.m. — *Ladies and Gentlemen:*  
A get-together dinner at the Moulin Rouge in Hollywood.

### Thursday's Program

9:30 a.m. — "Consideration by the Congress of Proposed Changes in the Federal Tax Laws" — *John T. Sapienza, Tax Counsel for Associations, Washington, D. C.*

"Does Current Federal Law Permit Producers to Meet Lower Delivered Price of Competitors?" — *Charles A. Horsky, Counsel for Associations, Washington, D. C.*

Address by James D. Piper, Vice President for Promotion, Portland Cement Association, Chicago, Illinois.  
Panel Discussion on Merchandising — Moderator: *Robert C. Collins, General Sales Manager, Warner Company, Philadelphia, Pennsylvania; Quentin W. Best, Consolidated Rock Products Company, Los Angeles, California; George C. Eady, Consumers Supply Company, Louisville, Kentucky; Harold M. Lacy, Dallas Concrete Company, Dallas, Texas; Bert W. Milling, Underwood Builders Supply Company, Mobile, Alabama.*

9:30 a.m. — For the Ladies: Tour of Disneyland — \$3.00.

1:30 p.m. — For the Ladies: Bus service will be provided to Huntington Library at Pasadena.

2 p.m. — "What Organization Can Do to Reduce Unemployment Insurance Benefits Costs" — *J. Richard Glade, Executive Vice President, Inter-Association Unemployment Insurance Committee, Los Angeles, California.*

"Effective Organization by Employers for Group Bargaining with Labor Unions" — *Richard W. Lund, Latham & Watkins, Los Angeles, California.*

"The Political Climate for Business in 1957, Viewed from the Washington Standpoint". *Vincent P. Ahearn, Executive Secretary.*

Engineering Session — A paper on flexural strength of concrete.

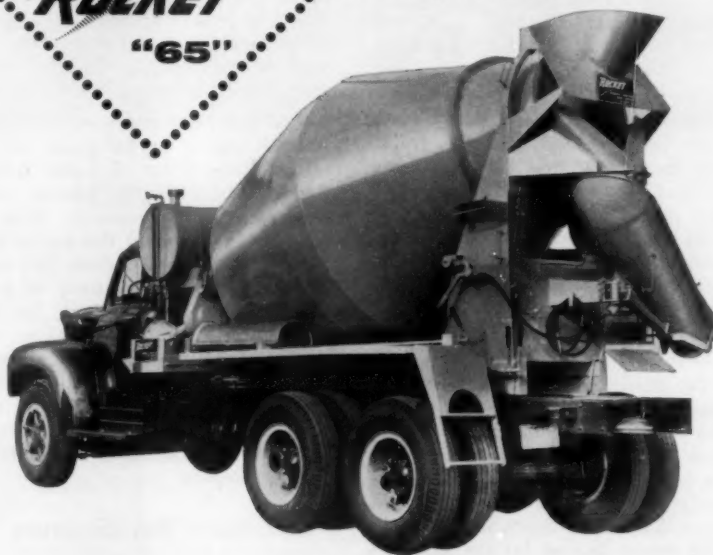
### Friday's Program

9 a.m. — Tour of the new ready-mix concrete plant of Livingstone Rock and Gravel Company, Incorporated. Luncheon will be served later in conjunction with a tour of Consolidated Rock Products Company's Irwindale sand and rock plant.

## 25th Anniversary

Combination  
WORKhorse and  
RACEhorse!  
that's

The new  
**ROCKET**  
"65"



Seldom do you find a piece of machinery that combines the strength, durability and dependability of a WORKhorse with the speed and mobility of a RACEhorse. But that's what ready-mix operators are saying about the new Rocket "65" — a versatile 6½ to 7 yard mixer. The Rocket is designed and engineered to operate for years at maximum efficiency, with surprisingly little maintenance. Every conceivable ease-of-operation feature, plus tremendous strength, has been built in.

After you've bought a Rocket, you'll agree that it is both the workhorse and racehorse of your fleet!

Also available in 3, 3½, 4, 4½, 5, 5½, 6 and 6½ yd. models.

### ALL THESE FEATURES at NO EXTRA COST!

**HYDRAULIC CHUTE CONTROL**  
Is fully automatic.  
Controls grouped for easy access.

**ALUMINUM EXTENSION CHUTE**  
attaches to 36" fold-over  
addition to main chute.  
Total discharge chute: 12' 6".

**ELECTRIC REVOLUTION COUNTER**  
kit included; you can handle most  
specifications with the Rocket!

**SPECIAL ALLOY**, abrasion resisting  
steel used at all wear points.

**UNOBSTRUCTED HOPPER**, for rapid  
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**POSITIVE CHAIN DRIVE**,  
flexible power, not affected  
by truck twist, road shock.

**STANDARD INDUSTRIAL ENGINE**,  
truck-type transmission.  
Repair parts readily available.

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one-piece cast steel  
precision machined ring.

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TRANSPORT  
MIXER CO.**

# Planning Ahead for Tax Savings

Long-range tax planning in today's business world of high tax rates is no longer "big business foolishness". Last-minute tax worrying with no year-around tax thinking can result in the loss of sizeable savings for small and medium-sized businesses when it comes time to file a tax return.

For example, assume that last summer you were forced to replace your three-year-old, flat-bed truck. You shopped around and found you could either sell your old job to a private party for \$800 or a dealer in town would give you a trade-in allowance of \$800 on it. That seemed like six-of-one-half-a-dozen-of-another to you; so without thinking — or worrying — about tax matters you traded in the old truck.

To prove how such a seemingly simple business decision such as this can affect how much tax you will have to pay, let's assume further that the truck which you traded had originally cost \$5,000 and that you had taken \$3,000 in depreciation on it. This meant its cost for tax purposes was \$2,000, and you were going to lose \$1,200 whether you accepted the dealer's trade-in allowance of \$800 or sold to the private party for \$800.

So far still six-of-one-half-a-dozen-of-another, but now since you elected to trade-in your old truck, let's see how you can claim a deduction on a tax return for your \$1,200 loss. The answer is simple. You can't. All you can do is add the amount of the loss to the cost of your new unit, and eventually receive tax credit for your loss in the form of slightly higher depreciation deductions.

On the other hand, if you had made a bona fide sale of your old unit to the private party and a separate purchase of a new truck from a dealer, you would have established a \$1,200 loss which could be claimed as a loss deduction on a tax return and used to offset regular income.

It is not always true, of course, that a loss deduction on the tax re-

turn is worth two in the bush of depreciation, but a general rule to consider when you are trying to decide whether it would be more advantageous taxwise for you to sell or trade-in an asset is: sell "loss" property to obtain a deduction, and trade "profit" property to avoid the tax which must be paid on any profit realized from the sale of an asset.

You may find that you have sold yourself into a capital gains tax or traded yourself out of a loss deduction if you have not figured your depreciated costs correctly. This is a matter you should discuss with a certified public accountant. Not only can he verify the accuracy of your mathematical computations, but he can also explain the advantages and disadvantages of the various methods used to compute depreciation. It could be that the method you used or are using is not the one most suited to your business needs from a tax standpoint.

## CHOOSING DEPRECIATION

For example, if you asked a CPA whether you should use the straight-line or declining balance method to depreciate your new truck, one of the first questions he might ask you would be: what are your cash requirements and what are your profits likely to be? If you are thinking of expanding and need additional cash within the next few years, he might recommend that you use the "new" declining balance method to compute depreciation.

The declining balance method "speeds up" or increases depreciation rates. This starts the chain reaction to your objective of retaining cash in the business, because when you increase depreciation rates you also increase allowable depreciation deductions on your tax return. The amount you may write-off the first year is twice what it would be if you used the straight-line method; so by applying a \$2000 instead of \$1000 depreciation deduction against your

regular income, you are going to reduce your taxes, and cash that does not have to be paid out in federal taxes can be retained in the business for expansion purposes.

It seems all good things eventually come to an end, however, and while in the first year the declining balance depreciation rate may be double that of the straight-line, this differential diminishes in succeeding years until declining balance deductions are even less than they would be under the straight-line method. This is why it is important that you consider current and future earnings before you select a depreciation method.

For example, if your current earnings are low, or if you are putting in new equipment and the results of this expansion will take a few years to show in your earnings, it might be more advantageous taxwise for you to use the straight-line method of computing depreciation.

The straight-line method does not "speed up" depreciation deductions. It spreads them out equally over the estimated useful life of the asset; so when you use a straight-line method you are saving, in a sense, for a rainy day. When your earnings improve or increase, you will have more substantial depreciation deductions to apply against those earnings. There usually is no point in increasing a loss or reducing low earnings by claiming additional depreciation deductions when you do not need them.

A point to remember when you are trying to decide whether to buy new or used equipment is that second-hand equipment *must* be depreciated by the straight-line method. This tax factor should be considered, because loss of the opportunity to use the declining balance method with its rapid write-off feature may cancel any immediate savings effected by the purchase of used equipment.

## BUSINESS OWNERSHIP

The matter may have been decided and forgotten many years ago, but a basic question businessmen should consider from time to time — and one which has many tax implications — is whether to do business as a proprietorship, partnership or corporation. There may be personal or professional factors that force the selection and maintenance of a non-corporate form or organization, but depending on the earnings of the business and the amount of those earnings you may need to withdraw,

there are certain tax advantages to be gained by incorporating a new or expanding company.

Since proprietorship and partnership income is taxed at individual rates, which range anywhere from 20 percent to 91 percent, and corporation earnings are taxed at corporate rates of 30 percent on the first \$25,000 earned during the year and 52% on the excess, it might appear that if you have relatively low income the proprietorship-partnership rates are lower. However, you must also consider that the corporate tax carries with it the privilege of deducting a reasonable salary paid to an employee-owner. The employee-owner has to pay a personal tax on his salary, of course, but if he were not incorporated, he would have to pay a personal tax on all the money earned by the business.

If the retained earnings of the company are taxed at a corporate rate which is lower than what the personal tax rate would be, the employee-owner would benefit by having additional funds available in the corporation for expansion purposes. These funds may be accumulated in a corporation up to \$60,000 without further tax penalties, and even higher if the corporation can prove a need for them.

These advantages — while they may cut your current tax bill and increase working capital for expansion needs — can be lost if you have jumped into a corporation without first reviewing your own long-range cash requirements. If you are continually forced to withdraw money from the corporate earnings to pay personal expenses, you will have to withdraw these funds in the form of dividends. That means the corporation will have to pay tax on the earnings you are withdrawing as dividends, and you will have to pay tax on the dividends received. The "double tax" on earnings and dividends can nullify any tax advantage from incorporation when earnings must be withdrawn immediately as dividends.

Many businessmen seek professional advice about tax matters as they do professional assistance with their golf game — when the slice has become almost unbearable. You can save tax dollars by realizing that business decisions made in the fall affect the amount of tax you must pay in the spring. Practice year-around tax thinking, and consult a certified public accountant when you are in doubt as to the tax effect of even the most routine business decision.



## Increase your profits with *efficient* car unloading

If unloading aggregates requires several men working in railroad cars, it's time that you investigate the National Car Shaker. Keep your men on their regular jobs. Only *one* man operates the National; but with it, he unloads cars faster by many minutes.

The result is greater profits for you.

The National Car Shaker combines low cost with the best engineering principles — all-welded box girder frame, patented rubber-to-rubber motor mount, hardened bolts and nuts, and triple V-belt drive.

The first National produced is still in daily use after eight years of the roughest work.

Write for full information on the profit-making National Car Shaker today — right now!

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● Paul Lenchuk, who represented the Florida Concrete & Products Association at the Miami Beach meeting, stands beside Earl W. Peterson, who appeared on the program as president of the National Concrete Masonry Association.



● George W. Katterjohn, president of the Southeastern Concrete Masonry Association, introduces William P. Markert, director of promotion of the national association at one of the sessions of the recent regional convention at Miami Beach.

The 13th annual meeting of the Southeastern Concrete Masonry Association attracted more than 200 block producers to Miami Beach, Florida, the week before Thanksgiving. Lots of Florida sunshine was on tap for the three-day affair, one of the best in this long series of fine meeting programs.

Producers in most of the southeastern states reported continued high demand for their output, although some small indications of distress were noted in portions of North and South Carolina and in the Memphis area of Tennessee. Called upon for comment in an open meeting, producers from the various represented areas described a general downturn in residential demand, a marked increase in the school market, and generally tougher competition.

Elizabeth Gordon, editor of *House Beautiful* magazine, who headed up the program, took block makers to task for constantly over-emphasizing the utility of their product and over-

looking its potentialities as a material of great beauty. With a period of enrichment and decoration in prospect, in both architecture and decoration, Miss Gordon believes that exposed concrete masonry has a bright future.

She urged the block industry to stop regarding its product as an austerity material, and to abandon the notion that it is always necessary to undersell competition. In order to capitalize on the opportunities that lie ahead, Miss Gordon thinks block makers must develop such features as three-dimensional block, integral color, and ground and glazed units.

W. P. Markert, NCMA director of promotion, also entered a plea that block makers forget how things were done yesterday and start selling a new concept of their product. He predicted that the pressure of competition will be greater than ever in the years ahead, and that only vigorous, imaginative merchandizing will enable the block industry to maintain

# Miami Beach Meeting of South- Eastern Concrete Masonry Ass'n

the excellent position it now holds.

Two capable speakers at the Miami Beach meeting discussed how the block industry can improve its relationship with the architectural profession. Edward Mangotich, NCMA design engineer, expressed the view that greater effort is needed to see that excellent technical information now available regarding block actually gets into the hands of architects. As evidence that this job is not being done, he revealed that a great deal of the time of NCMA technical staff members is spent answering requests from architects for such basic information as the types, sizes and shapes of block, that are available in particular areas.

A Miami architect, H. Samuel Kruse, endorsed the views expressed by Mr. Mangotich, and outlined, in quite specific terms, what he believes an architect expects of the concrete block producer. Some of his sugges-

(Continued on page 49)

## NCMA Convention

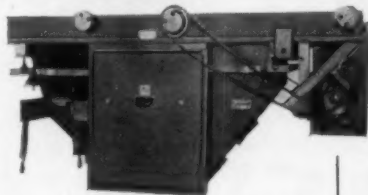
(From page 28)

Rehberger & Son, Inc., Arthur, Newark, N. J.  
 Reichard-Coulston, Inc., New York, N. Y.  
 Reo Motors, Inc., Lansing, Mich.  
 Rinkin, C. & Olson H., Monrovia, Calif.  
 Roebling's Sons Corp., John A., Trenton, N. J.  
 Serviced Products Corp., Chicago, Ill.  
 Side-O-Matic Unloader Corp., York, Pa.  
 Smith Co., T. L., Milwaukee, Wis.  
 Solvay Process Division, Allied Chemical & Dye Corp., New York, N. Y.  
 Spillman Co., R. L., Columbus, Ohio  
 Spray-O-Bond Co., Milwaukee, Wis.  
 Standard Dry Kiln Co., Indianapolis, Ind.  
 Standard Dry Wall Products, Inc., New Eagle, Pa.  
 Star Precision Devices, Inc., New York, N. Y.  
 Stearns Mfg. Co., Inc., Adrian, Mich.  
 Superior Concrete Accessories, Inc., Chicago, Ill.  
 Superior Pneumatic & Mfg., Inc., Cleveland, Ohio  
 Templeton, Kenly & Co., Broadview, Ill.  
 Thomas Steel Forms, Inc., Detroit, Mich.  
 Thor Power Tool Co., Aurora, Ill.  
 Toledo Scale Co., Toledo, Ohio  
 Travel Batcher Corp., Salt Lake City, Utah  
 Tywal Company, Center Point, Iowa  
 Union Wire Rope Corp., Kansas City, Mo.  
 Universal Door Carrier, Inc., Indianapolis, Ind.  
 Vibro-Plus Products, Inc., Stanhope, N. J.  
 Westinghouse Transit Mixer Division, Le Tourneau-Westinghouse Co., Indianapolis, Ind.  
 Wheeler Company, Inc., Topeka, Kansas  
 White Motor Company, Cleveland, Ohio  
 Whiteman Mfg. Co., Pacoima, Calif.  
 Willard Concrete Machinery Co., Lynwood, Calif.  
 Williams & Co., C. K., East St. Louis, Ill.  
 Worthington Corporation, Plainfield, N. J.



## LO-BIN® makes a low-cost batch plant

If you are interested in an economical set-up for aggregate batching, or for weighing out cement and aggregates, look into Johnson Lo-Bin. Flexible bin arrangement meets a wide range of concrete requirements. Its low initial cost offers a profitable opportunity to get started in the ready-mix or concrete products field — with a minimum plant investment.



Lo-Bin is readily adaptable to any yard or job condition, fits in with existing equipment. It can be charged by a front-end tractor loader, or clamshell — efficiently serves 6-S to 28-S mixers. Want more facts? Call Johnson distributor or write us.

Bin capacities — 8, 20 or 30 tons, arranged for 2, 3 or 4 aggregates — or 30-ton for 3 aggregates and 1 cement.

40-ton Lo-Bin also available — with 3 equal compartments (aggregates only).

Low charging height — only 7½ to 9½ feet, depending on bin capacity.

22 or 44 cu. ft. trolley batcher, equipped with up to 4 precision weigh-beams. Moved by hand-crank, or power-driven.

Note new power-drive arrangement with electric motor, shown here at right end of batcher. This is now available as optional equipment on all Johnson Lo-Bin batchers.

Batcher travels under bin gates — successively weighs up each material.

It's cantilevered — rides out beyond end of track — discharges batch onto conveyor, or directly into mixer skip.

With batcher and legs removed, Lo-Bin can be carried on standard dump truck.

Also can be moved without dismantling — wheels, tires and tow-bar optional.

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Send us ☐ specs. ☐ price information on: ☐ 8-ton ☐ 20-ton ☐ 30-ton ☐ 40-ton Lo-Bin

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# NOT IN THE SPECS

## Waiting at the Gate

It is both interesting and reassuring to know that always there is someone who will supply you with the most vital information.

For instance, for some time now we have been perched on the edge of our chair seats, waiting in anticipation, until word was received from a West Coast mathematician who is very familiar with train movements and the delays they cause to car owners and pedestrians. He wrote that a person would be delayed some 49 minutes if he were caught at a railroad crossing while all 757,000 barrels of cement were being delivered by freight car to the Priest Rapids Dam.

But what makes this statistic even more interesting (and frightening) is when you consider that the poor individual might have been yourself, caught between parties during last New Years Eve's celebrations.

For statistical information, the slide rule mathematician on this project explained that he assumed the freight train would be traveling at 30 miles per hour (this estimated speed seems a trifle fast in our opin-

ion.) For comparison, the writer also noted that, at this his chosen rate, it would take a 100-car train only 99 seconds to pass the crossing.

## Bulging Muscles

This particular item is being relayed to CONCRETE'S readers in the hope it may help them develop a new outlet for their product.

Paul Anderson, winner of the heavyweight weight-lifting event at the recent Olympic Games, attributed a part of the credit for his victory to two concrete blocks. It seems Paul, one summer, after a friend of his had introduced him to weight lifting in college, constructed his own personal concrete bar bell with the aid of two wooden boxes as forms and an axle stretched between. Paul has built himself into quite a man—his dimensions are a 23-inch neck, 58-inch chest, 22-inch arm, 45-inch waist, and a 35-inch thigh. His overall weight is a whopping 310 pounds.

As a further comment, ready-mix dealers might promote special "from weakling to rippling muscle" courses in their own neighborhoods.

## Rivets of Cement

We are not too certain how this works; but, none-the-less, it presents interesting possibilities for speculation. (It also somewhat parallels the item in our December issue about the fellow who crashed because he forgot to remove the 200-pound concrete-block anchor from his tail section.) This time it's a news item to the effect that the U.S. Air Force is using cement instead of rivets in the fuselage, wing, and tail sections of its new supersonic jet bomber.



We hope the masonry workers on this job are sufficiently skilled with their trowels.

## Sunken Treasure

Sunken concrete seems, at the moment, to be of top news value. In one instance, a newspaper printed a map showing the exact location in the Suez Canal of all the sunken ships that have to be removed before the Canal can be opened to trade. Smack in the middle of the map is an "X" marking the spot where a LST, loaded with concrete, rests on the bottom. Removing this hulk will take quite a bit of engineering know-how.

The other instance is a sad note about a University of Southern California geologist, Dr. Richard M. Merriam, who spent a six-month period in various parts of Italy collecting samples of concrete and mortar used by the ancient Roman Builders. He hoped to gain information as to the chemical reactions, crystallization, and physical changes which occur in concrete over long periods of time. Dr. Merriam's plan was to conduct the actual tests in his laboratory in Southern California; so he had the samples shipped over from Italy. It seems very possible, though, that the precious objects were put aboard the Andria Doria, because, according to the report, Dr. Merriam is still waiting for his samples, which are long overdue.



• "I said just a little . . . a teensy-weensy bit . . . for my rock garden."



## CEMENT BRIEFS

### Columbia Cement Expands

A new 450-foot-long rotary kiln is now in operation at the Pittsburgh Plate Glass Company's Columbia Cement Division plant at East Fultonham, Ohio. The new kiln will increase the division's production by approximately 1,000,000 barrels annually.

### Plans Las Vegas Plant

New Mexico Portland Cement Company has started preliminary engineering on plans for an eight million dollar cement plant five miles from Las Vegas. Its projected capacity is 800,000 barrels of cement a year.

### New Plants in Mexico

Two new cement plants are expected to boost Mexico's output by 200,000 tons during 1957, to a total annual production of 2,300,000 tons.

### Canadian Production Up

Canadian cement production has increased to the extent that supply is threatening to outstrip demand, and Canada is fighting hard for greater export markets. Predictions are, though, that by 1958 there will be enough market to absorb the country's expanding capacity.

## BOOK REVIEWS

### REVIEW OF THE PORTLAND CEMENT STANDARDS OF THE WORLD, 1955.

*Secretariat of Cembureau, P.O. Box 245, Malmo, Sweden. \$2.52. (93 pages)*

Bringing up to date the 1948 review of national standards of portland cement, this book offers the reader the chief substance of the national cement specifications in forty countries, in tables and text. It includes information on chemical, physical, and strength requirements, and contains an index listing available data on the application of standard specifications for cement in over 100 countries.



## Hydrocrane's Working Boom Hoist Speeds Concrete Handling Jobs

With the Hydrocrane, any boom angle is a working position because the boom is raised or lowered dozens of times a day as part of the crane's regular operating cycle. Even with full load suspended, you can raise or lower boom and swing or telescope at the same time, with the precise control that only Hydrocrane offers. It's just one of the many unique, time-saving features that make the Bucyrus-Erie Hydrocrane the ideal machine for setting concrete blocks and planking, hoisting concrete buggies, erecting concrete facing, pouring concrete.

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# \$ales CLINIC



## How to Benefit from Benefits

In the fierce and almost grim competition for new salesmen, one thing is obvious — the company that offers the most gets the best. And since, in most instances, the salesmen themselves have power over the amount they earn, it is not more money that lures them as surely as do employee benefits of the kind most white collar workers now enjoy. Some firms take a very dim view of this attitude on the part of the prospective salesmen, feeling somehow that there is a certain timidity and lack of confidence and spark in the men who ask about paid vacations, group insurance plans, payroll deduction services and family aid provisions. They fail to take into account these facts: salesmen now can pick and choose their employers, and indeed often have employers come to them, instead of vice versa; the new salesmen are usually older by the time they can take a job, with both college and the service behind them, than salesmen of former years, and often have the full-blown responsibilities of a family on their hands; and salesmen are among the few working groups who are not automatically accorded these benefits. The companies who grumble and drag their feet will find that, offering least, they will be getting salesmen with the least to offer.

## Hello

In an article on remembering names and faces and the connection between them is a suggestion that the person attempting to improve his memory draw caricatures of these faces after meeting them for the first time and of redrawing the picture after the next encounter. Besides the benefit he gets from recognizing people properly, the salesman will get the additional pleasure of learning to portray personality in a few lines. For recalling names, the association technique is recommended,

and it is probably the best method — providing you don't end up addressing Mr. Gilbey as Mr. Gin. Another hint for learning names is to use them in talking to their owners. It will impress the name and the face on the mind of the learner, and at the same time delight the man whose name is used, and who is undoubtedly weary of being called sir.

## Umbrella, Anyone?

Have you tried a brainstorming session yet? And has it worked? There seems to be a good deal of mixed opinion on the subject, with many sales teams swearing by it and others concluding that it produces nothing but thunder and puddles. The theory behind it is that by getting together and randomly flinging ideas about, you bring your collective subconscious to the fore, but apparently some groups have proved to be far more sub than conscious.

## Testing . . .

A while ago we mentioned that several companies had dropped tests for prospective salesmen when they discovered that their own best men flunked them. Now an Industrial Marketing article has gone into the problem of the value of tests quite thoroughly, reporting the opinions of sales managers in a broad range of companies, and offering a quote from Dr. Fillmore Sanford, one of the foremost compilers of psychological tests in the country: "If the psychologist claims he can, through standard clinical tests, select infallibly for your job, he's crazy. And if you turn over to him the whole job of selection, you are abrogating your administrative responsibility and treating the psychologist as a decision-maker rather than a technical resource to you."

The sales managers surveyed agree

with him. Most of them have found that tests are helpful in conjunction and only in conjunction with personal interviews and personal evaluation. One sales manager said the tests were most useful on the negative side—in showing what a man's limitations were, rather than what capabilities he possessed. Another said he felt it helped both the company and the salesman to know which things he was best and worst at so that he could be used to best advantage. The majority opinion was that tests are a useful tool if used as a part of the hiring picture and not as a substitute for managerial judgment.

## What's New With You?

Corning Glass Works has hit upon a good conversation-opener that is proving to be a sales gainer as well. Each month salesmen are sent a pocket-size package of what is designated Product-of-the-Month, with a simplified explanation of what the product does, how it does it, the way it is made, and how it illustrates various properties of glass. As one salesman remarked, "It's an excellent answer to the question 'What's new?'" In several cases customers have discovered uses for the product in their field, and ordered it along with their usual requisition. For those with less portable products, there is the possibility of carrying out the idea with small colored pictures, scale models or drawings.

## Bearing Gifts

Before the whole question of business Christmas giving and getting gets swept under the rug for another year it should be given a little sober thought. Consensus is that Christmas ideally should be private and personal, with presents exchanged only by good friends; current practice is a can-you-top-this contest, with company after company striving to send the bestest to the mostest. Most firms deplore the business gift monster, but feel that they are obligated to send presents as long as everyone else does. Sears executives have put at least a partial block on the monster by refusing to accept gifts; it is now up to the large firms to take the initiative in retiring Santa Claus from commerce.

## PLANT NOTES

The Mozark Concrete Products Company, a newly-formed company to produce concrete pipe, is building a plant in Springfield, Missouri. Future plans of the organization include additional facilities to manufacture prestressed concrete products.

The Transit Mix Concrete Company and Daniels Sand Company, both of Colorado Springs, Colorado, have announced their affiliation with Continental Uranium, Incorporated. The two firms, now supplying materials to the building trades, will remain under the same management direction, according to a statement issued by both companies and Continental Uranium. This affiliation will allow the two firms to utilize the additional financial resources of Continental for future expansion.

Nelson Concrete Stone Company of Baltimore, maker of concrete and cinder block, is erecting a new plant on land they have acquired in near-by White Marsh, Baltimore County.

Hereford Concrete Products Company of St. Louis, which produces precast concrete items, is constructing a new plant and offices in Wellston, Missouri.

The Petersburg Concrete Pipe and Products Company, Incorporated, of Richmond, was chartered in November by the Virginia State Corporation Commission.

The Kentucky Concrete Pipe Company, which has headquarters in Frankfort and branch plants in Owensboro, Louisville, and Lexington, opened a new plant in London, Kentucky, in October. Kentucky Concrete Pipe, a division of Hannah Motors, Louisville, hopes to produce 40 tons of pipe per day at their new plant.

The recent addition of a fourth plant to the facilities of John A. Denie's Sons Company, Memphis, has boosted the firm's ready-mix concrete capacity to over 3,000 cubic yards per day. The new plant was built to serve the East Memphis area.

Two Phoenix business men, F. W. Schammel and M. D. Crandall, have taken over the operation of the Monarch Material Company's ready-mix plant which serves the Salt River Valley area outside Phoenix. The new organization, which began operation on October 15, is called the Valley Redi-Mix Company.

# SYNTRON

Pulsating Magnet

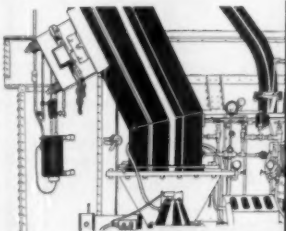
## ELECTRIC VIBRATORS



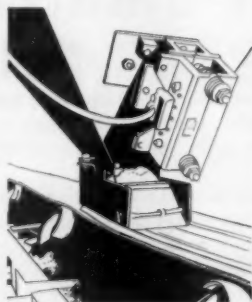
Before Vibration



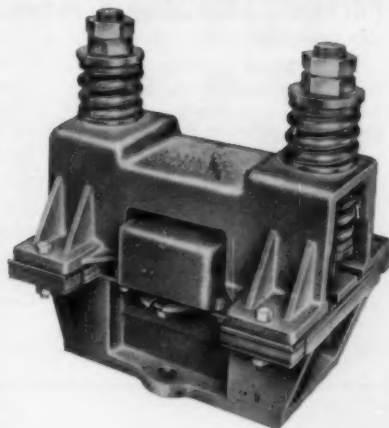
After Vibration



Chutes



Bins and Hoppers



move bulk materials freely to help maintain production schedules

It is difficult in the ready-mix concrete industry to maintain high production schedules when supply line slow-downs are caused by sand and gravel materials bridging and plugging hoppers, bins and chutes. SYNTRON Electric Vibrators with their controllable Vibrations eliminate these slow downs and keep materials flowing freely through bins, hopper and chutes. SYNTRON builds a vibrator to meet every need. Sizes from 4 lbs. to 1000 lbs.

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This news release, which arrived in our office on Illinois Institute of Technology stationery, is being reprinted in full so that the readers of CONCRETE will be aware of what the competition is doing.

There are a number of questions regarding these tests which require clarification before concluding that reinforced concrete masonry construction is less resistant to blast effect than the brick constructions. It is noted that brick walls, numbers 2, 4, 6, and 8, were laterally supported differently than the other walls and in a manner which was extremely favorable to high strength de-

velopment, but would seldom be duplicated in building construction. The variation in this one detail would greatly influence the test results and preclude comparisons between different types of construction. It is hoped the sponsors will soon release a complete engineering report of the investigation which will permit a more thorough appraisal of the results.

In the light of this test, it might be to the reader's advantage to review the article entitled "Survival City," on Operation Cue at Yucca Flats, Nevada, published in the June 1955 issue of CONCRETE.

## ***Blast Effects on Walls Studied by Clay Products Group***

"Resistance to nuclear explosions can be built into structural clay masonry walls.

"That's the finding of structural engineers who set off an explosion within an eight-sided structure in an abandoned surface mining area near Coal City, Illinois.

"The study was conducted by engineers from Armour Research Foundation of Illinois Institute of Technology, Chicago, for the Structural Clay Products Research Foundation, Geneva, Ill., to determine how buildings constructed of masonry materials will resist blasts from atomic and hydrogen bombs.

"The walls were varied as to thickness and reinforcement in order to determine the comparative resistances to the pressure from high explosions.

"The results show," said Keith McKee, associate engineer in the structural analysis section at ARF, "that explosion resistance can be built into structural clay masonry walls to withstand nuclear blasts, ex-

plosions, tornadoes, earthquakes, and other lateral forces without excessively increasing costs of construction."

"Forces from the explosion," McKee said, "were approximately equal to that which have been experienced by these same walls in 'Operation Cue' at 4,600 feet from the center of the blast."

"(Operation Cue was the atomic test held in Nevada in the spring of 1955 in which different types of structures were exposed to atomic explosions. The structures in that operation were 4,700 feet and more from the center of the blast.)

"The eight wall panels in the experimental fixture were:

1. Eight-inch wall built of 4-inch brick on 4-inch concrete block.
2. Nine-inch reinforced brick masonry wall consisting of two bricks in width with a center grout containing horizontal reinforcing steel.
3. Nine-inch reinforced brick masonry wall consisting of wall No. 2 except reinforced vertically with

steel.

4. Eight-inch solid brick wall.
5. Eight-inch concrete block wall with vertical reinforcing.
6. Twelve-inch solid brick wall.
7. Nine-inch reinforced brick masonry wall similar to wall No. 3 except that it contained twice as much vertical reinforcing.
8. "SCR" Brick 5½-inches wide, built with two horizontal steel rods placed in the mortar joints of alternate courses.

"The steel used was based on the minimum requirements for earthquakes as specified in the West Coast Uniform Building Code.

"The walls were approximately 10 feet square. The 45 pounds of explosive, comparable to TNT, was tied to a post in the center of the structure. Three-quarters of the charge was tied above the center point of the wall panels.

"Four high-speed cameras were placed around the structure to record the effects of the blast.

"The control wall, No. 5, was constructed in the same manner as the wall which withstood an atomic blast in Operation Cue. This panel had the bottom built into the base, the top pinned, and the two sides free.

"It was felt," said Robert Taylor, director of Structural Clay Products Research Foundation, "that if this panel was damaged severely, the blast effects would be greater than, or at least equal to, those imposed on the buildings in Operation Cue."

"Wall No. 1, constructed of face brick with a concrete block back up, and wall No. 5, built of reinforced concrete block, were demolished. The remaining all clay masonry walls still were structurally sound.

"One of the surprising results of the study," Taylor said, "was that the thinnest wall, made of the SCR brick, endured the explosion as well as any wall."

"Half the walls (Nos. 2, 4, 6, 8) were spanned horizontally by being built into their vertical supports. The other walls (Nos. 1, 3, 5, 7) were spanned vertically, being built in at the bottom and pinned at the top as conventional construction.

"Raymond Sauer, ARF supervisor of structural analysis, points out that the horizontal walls were able to take advantage of the walls 'arching' between their supports. As the walls were pushed outward by the explosion, he explained, a force was exerted sideways towards the supports tending to hold the walls more tightly in place."

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



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## MANUFACTURERS' NOTES

### Frank G. Hough Company



G. A. Gilbertson

At a special meeting of the board of directors of the Frank G. Hough Company, Libertyville, Illinois, a subsidiary of International Harvester Company, Frank G. Hough, founder and president of the company, was elected to the newly created office of chairman of the board of directors. G. A. Gilbertson, formerly executive vice-president and general manager, was elected president and chief operating officer.

### Southern Lightweight Aggregate Corp.

A third plant is now under construction for the Southern Lightweight Aggregate Corporation, producers of solite. The plant, which is expected to raise the total production of solite to a million cubic yards annually, is near Danville, Virginia.

### Gene Olsen Corporation

The Gene Olsen Corporation of Adrian, Michigan, recently was featured in a full-page story in the Adrian Daily Telegram. The writeup told the history of the company, which has grown in eight years to one of the foremost block machine manufacturers in the country.

### E. G. Swigert Becomes New President of N.A.M.

President Ernest G. Swigert of the Hyster Company will also serve for the coming year of 1957 as president of the National Association of Manufacturers.

Besides being president of the Hyster Company since its founding in 1929, Mr. Swigert is a vice president and director of Electric Steel Foundry, Portland, Oregon, and also a director of the Stebo Company, Vancouver, Washington.

### Blaw-Knox

F. R. Putnam has been named assistant to the general manager of Blaw-Knox equipment division, Pittsburgh, it was announced by A. H. Jackson, vice president and general manager. Prior to joining Blaw-Knox, Admiral Putnam, who recently retired from the U. S. Navy after 22 years of service, was head of the management control branch of the Navy's Bureau of Ordnance and was responsible for control of ordnance shore establishments.

### Lone Star Cement Company

Ed B. Mitchell Jr. of Dallas, vice-president of Lone Star Cement Company, has been elected to the board of directors of the Texas Manufacturers Association.

### R. P. Hansgen Named to Staff of Sarasota Firm



R. P. Hansgen

West Coast Shell Corporation recently announced that R. Paul Hansgen had been named to the position of general superintendent and chief engineer for the Sarasota, Florida, organization. West Coast Shell Corporation manufactures, among other things, prestressed concrete building components. The corporation has been working with prestressed concrete since 1946.

### Baughman Manufacturing Company

Baughman Manufacturing Company, Incorporated, of Jerseyville, Illinois, has announced the appointment of Pierre Decrouez as Latin America sales and development en-

gineer. Mr. Decrouez will promote and establish Baughman distributorships in various Latin American countries. The firm produces bulk material truck and trailer transport units.

### Waco Manufacturing Company

The Waco Manufacturing Company of Minneapolis has announced the purchase of the assets of the Midwest Concrete Form Company of Forest Park, Illinois. The new company will be known as the Waco Concrete Form Manufacturing Company. Robert J. Terry has been appointed sales agent for the Chicago area.

### Koehring Company



J. F. Harrison

Buffalo-Springfield Roller Company has merged with Koehring Company and became the Buffalo-Springfield Roller Division of Koehring December 1st. Carl F. Greiner, president of Buffalo-Springfield, and his brother Edward, executive vice-president, will retire. John F. Harrison, associated with Buffalo-Springfield since 1940 and currently vice-president and general manager, will continue in that capacity. No other changes are contemplated. Koehring, which manufactures concrete finishing and paving equipment, mixers, ditchers, excavating and hauling equipment, will now be a supplier of asphalt finishing machines, road rollers and soil compaction equipment, traditional Buffalo-Springfield products. This merger is the sixth acquisition by Koehring since World War II.

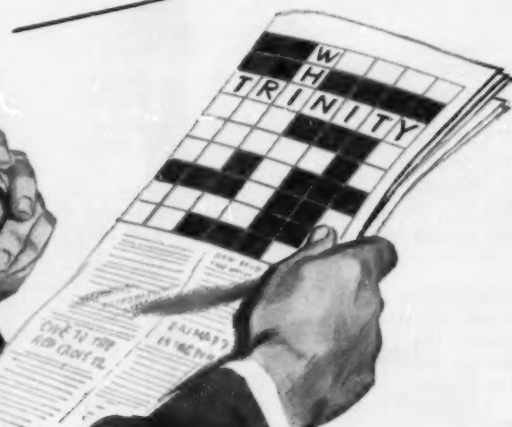
### Clark Expansion

A Chicago area plant is in construction for the Clark Equipment Company on a 17 acre site on the south side. The plant, which will have 287,000 square feet of floor space, will contain some of the company's manufacturing facilities for its lift truck line and road building equipment. Clark's midwest distribution facilities also will be housed in the new plant.





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word meaning  
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# Dodson's Digest



## Block that proverb!

Dropped in to see Alex Jordan the other day. Alex is a young friend of mine who recently opened up his own concrete-block business.

Ever since I've known Alex, he's had a great fondness for proverbs. He usually managed to find one for every occasion, and this time was no exception.

"Long time no see, Alex," I greeted him.

"Absence makes the heart grow fonder, Dod," Alex replied.

With obvious pride, Alex gave me the deluxe tour of his plant, pointing out various places where he was saving money. "After all," he said, "a penny saved is a penny earned."

But when I saw some of the chipped rough block Alex was producing, I was really disturbed. "Looks like your economy measures have tossed out Calcium Chloride, too," I observed.

Alex had a proverb for that one, too. "When the shoe fits, wear it," he said. "In my case, I figured I couldn't afford any higher production costs. But how did you know I wasn't using . . ."

"You can't afford *not* to use Calcium Chloride," I broke in. "Calcium Chloride gives concrete higher early strength and increased workability. And in cold weather like this, that's a big saving in handling time."

"And time is money," Alex chimed in.

"Right," I continued, "Calcium Chloride cuts your curing time in half, so you can free your pallets sooner and step up production. What's more, Calcium Chloride helps prevent cold-weather breakage and chipping."

"I get it," Alex said. "You mean I've been penny wise and pound foolish. But tell me, how did you know I wasn't using Calcium Chloride?"

"Just a chip off the old block, Alex," I grinned. "Just a chip off the old block."

— L. D. DODSON

P.S. — You'll find helpful hints on the use of Wyandotte Calcium Chloride in our folder, "How To Make Better Concrete Products and Ready-Mix." Write me for your free copy. Wyandotte Chemicals Corporation, Wyandotte, Michigan. Offices in principal cities.

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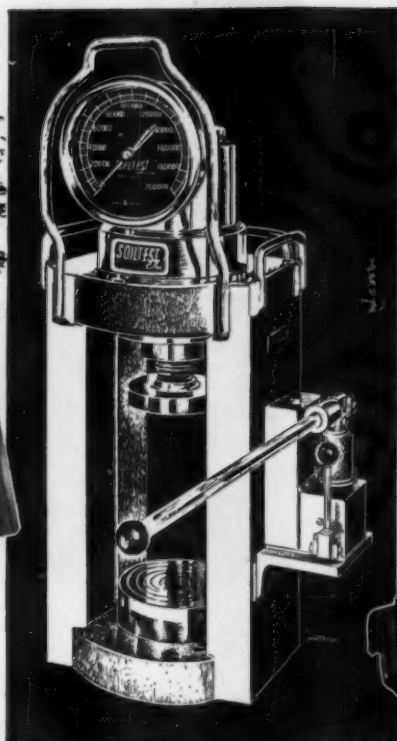
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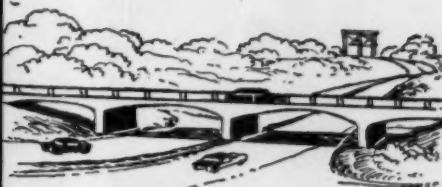
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Vitro-Crete is a solidly-established and time-proven spray-on process of applying colorful vitreous glaze finishes on block or concrete. Fills and seals all open pores forming an integral waterproof surface.

Vitro-Crete has already been used successfully in many commercial buildings, hospitals, schools, churches and auditoriums. The process is approved by architects, school boards and government departments. Vitro-Crete is highly recommended for both interior and exterior use. It can be applied either to existing construction or in the plant. It converts dull, drab surfaces to "big-profit" colorful high glaze finish in a short time and at a minimum cost.

No huge plant changes are necessary—Vitro-Crete needs no heat; no polishing is necessary.

Vitro-Crete employs cement additive elements which are specifically designed for concrete and block manufacturers.

**Caution:** Only Vitro-Crete employs the vitreous additives of the Vitreous Enamel Finishes, Ltd., Toronto 14, Canada, and is exclusively licensed for distribution in the U. S. A.

**Permanent  
Waterproof  
Fireproof  
Colorful**

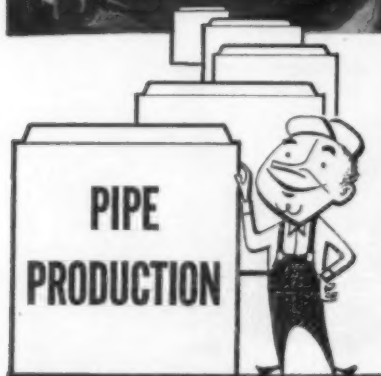
For free samples of Vitro-Crete and illustrated brochure describing the process use the coupon below.

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## Playground Block

The wee blonde on our cover is one of the fortunate children who attend Lafayette School in Washington, D.C. There, cinder block has been used to build almost indestructible playground equipment for the young students to climb, play in, and jump on. Shown here is a winding maze used for follow-the-leader, for a fort, and as a series of stores and houses. A boat with a striped pipe mast and blue waves around the bottom pleases would-be pirates and youthful mariners, and a spiral block staircase, built around another pipe, interests the kindergarten cover girl.



## S. E. Meeting

(From Page 36)

tions for wooing the architect: Give him detailed and complete information in response to his inquiries, but don't be windy, and by all means avoid unfounded claims; in appealing to the traditional architect, emphasize the practical aspects of the product, and show him only the more conservative colors and designs; save sensationalism for the "high-style" architect; and if you employ illustration in your message, be sure that its effect is pleasing.

NCMA Washington representative Ted Teba presented some advance information concerning the 1954 Census of Manufactures, and also discussed some of the major changes incorporated in the new Corps of Engineers guide specification on masonry. Under the first heading he noted that the value of the block industry's 1954 output was nearly \$400 million, as contrasted with only \$178 million when the last Census Bureau study was made in 1947.

Mr. Teba talked at some length about the new guide specification and its effect on the block industry. He expressed the opinion that its most important feature is the discarding of the old 30 per cent moisture limitation in favor of a requirement that units must be in an air-dry condition. Under this provision the moisture content of units used in Corps of Engineers work may vary from 40 to 15 per cent, depending on the average annual relative humidity in the area in which they are to be used. The specification provides that the Menzel meter shall be used for determining and expressing the moisture condition of hardened concrete block in terms of relative humidity. (For a description of the Menzel relative humidity method, see CONCRETE, October 1956, page 36.)

Mr. Teba also disclosed that the new guide specification adopts the modified British method of determining linear shrinkage, making the maximum potential shrinkages a function of the density of the concrete. Another provision eases the Underwriters' certification requirement, "by allowing" simpler certification by a recognized testing laboratory that units are equivalent to those furnished by producers listed in the Fire Protection Equipment List.

Other major contributions to the program of the Miami Beach meeting were made by Earl W. Peterson, president of NCMA; Neilson Jones,

president of the Florida Concrete & Products Association; and Dan Paul, labor relations attorney of Miami. Mr. Peterson advanced some compelling arguments and statistics to show that block producers can best assure their industry's future prosperity by supporting their national association.

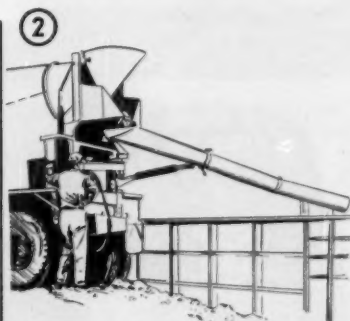
Mr. Jones made the telling point that one of the important functions of both national and local associations is to help build mutual confidence among producers, to the end that price-conscious purchasing agents may not play one supplier against another.

Mr. Paul's message offered considerable encouragement that alert, progressive management policies can put up effective resistance to unionization efforts. Some of the specific labor relations policies he recommends: Establish lines of communications with the wives of employees; define job classifications clearly; employ a competent personnel man, even if there isn't enough personnel work to keep him busy; publish an employee handbook and a set of working rules; and pay time-and-a-half for overtime, even though it may not be compulsory.

## How to Win Contractors and Influence Profit!



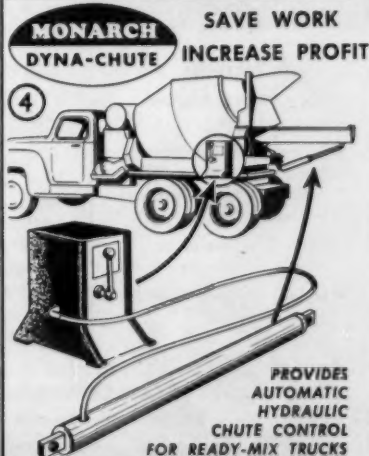
① Hello, Ready-Mix? How soon can you start delivery? We've got to make up some lost time!



② Operator: These Dyna-Chute units certainly speed deliveries — and I can handle the job all alone, too!



③ Good work, Pete, you're back early. That's the kind of service that keeps customers happy!



SAVE WORK INCREASE PROFIT  
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## NEW LITERATURE

**GEAR MOTORS**—In 8 pages and two colors a well-done brochure explains and illustrates product features and includes gear motor selection data, dimensions, ratings, and specifications of these fractional horsepower gear motors. *General Electric Company*, Schenectady 5, New York.

**BELTING**—A 32-page catalog including complete data on conveyor, elevator and transmission belting is now available. It contains reference tables and specification information to be used as a working guide for engineers and purchasing agents. *Boston Woven Hose & Rubber Company*, Boston 3, Massachusetts.

**PRESTRESSED PRODUCTS**—Listing the advantages of prestressed concrete structural products is an 8-page brochure, which shows methods of making and installing these units and lists specifications for double tee roof and floor slabs. *Leap Concrete, Incorporated*, P.O. Box 1053, Department 2, Lakeland, Florida.

**BLOCK EJECTOR**—Explaining the workings of the shock-free block ejector and front-end pallet feeder, a 4-page bulletin lists the benefits of this machine. *Oswalt Engineering Service Corporation*, 1335 Circle Avenue, Forest Park, Illinois.

**GAS LIFT TRUCKS**—Just published is a brochure covering in detail the various models in the manufacturer's line of gasoline and LP-gas powered industrial lift trucks. *Yale & Towne Manufacturing Company*, 11,000 Roosevelt Boulevard, Philadelphia 15, Pennsylvania.

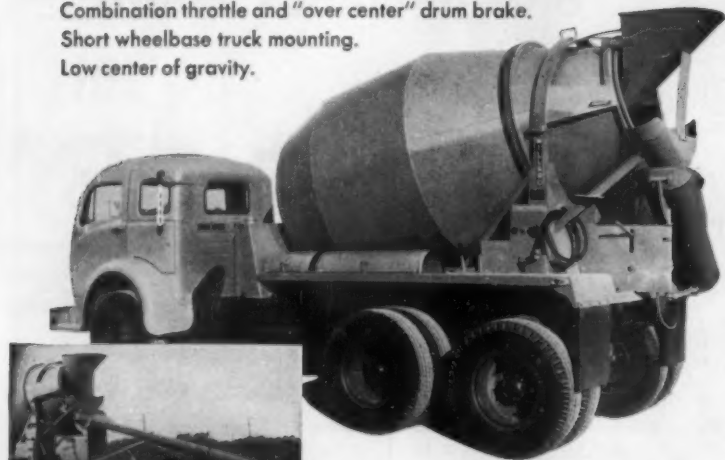
**BULK TRANSPORT BODIES**—A newly released catalog 8 pages long describes and illustrates this firm's line of bulk transport bodies. *Baughman Manufacturing Company*, Jerseyville, Illinois.

**COLOR CARDS**—A card showing 24 shades of cement colors is available without charge to manufacturers of concrete products, building material dealers, mason contractors, ready mixed concrete manufacturers, architects and builders. A pamphlet containing suggestions for use of this firm's colors accompanies the card. *Landers-Segal Color Company*, 78 Delavan Street, Brooklyn 31, New York.

**WEIGHING SYSTEM BULLETIN**—Containing nearly every possible arrangement of this firm's tank and bin weighing systems, this bulletin also describes the recently-developed weighing system 'package', which includes a selection of instrumentation from eight different manufacturers. *A. H. Emery Company*, New Canaan, Connecticut.

## BETTER WEIGHT DISTRIBUTION MEANS BIGGER PAYLOADS

Combination pedestal and water tank (exclusive).  
Combination throttle and "over center" drum brake.  
Short wheelbase truck mounting.  
Low center of gravity.



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#### OTHER FEATURES

- Heavy duty construction yet lightweight.
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**STUDY THESE FEATURES** and you will see why the new Willards offer bigger legal payloads, faster operation and lower maintenance costs. Only Willard offers combination water tank and pedestal and single lever throttle and drum brake control. Every operator will appreciate the combined throttle and "over center" drum brake made possible with the "fluid drive" on Chrysler engine. Willard offers more for your money; get the facts today. Dealers everywhere.

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## WILLARD TRUCK MIXERS



## NEW LITERATURE

**DIESEL TRUCKS**—This colorful folder describes a new series of this firm's line of lightweight aluminum diesel trucks. It presents typical weights and weight distribution of the models. *Autocar Division, The White Motor Company, Exton, Pennsylvania.*

**POWER LUBRICATION SYSTEMS**—Details on the most recent developments in power lubrication systems are featured in a just-published catalog. *Power Lubrication Systems* gives complete information on new, power-operated, centralized lubrication systems. The book covers description and functions of manual as well as both mechanical and electric automatic controls. *Lincoln Engineering Company, 5702-44 Natural Bridge Avenue, St. Louis 20, Missouri.*

**DOUBLE-TEE FORMS**—A bulletin describing inexpensive new forms for precision manufacturing of precast concrete double-tee slabs has recently been issued. *Irvington Form and Tank Corporation, 20 Vesey Street, New York 7, New York.*

**AUTOMATIC BOILERS**—Describing packaged automatic boilers for steam or hot water heating, this four-page, illustrated bulletin lists features and advantages, and tabulates dimensions, weight, and ratings for the various models in the line. *Orr & Sembower, Incorporated, Reading, Pennsylvania.*

**POWER UNIT**—A transmission and clutch power train package designed for off-highway and stop-and-go service is detailed in an eight page fold-out. The three major components are illustrated, and specifications and dimensions are included in the bulletin. *Transmission Division, Clark Equipment Company, Jackson, Michigan.*

**HORIZONTAL SHORING**—Here is an 8-page catalog on pre-stressed all-metal horizontal shoring for all types of beam and slab concrete floor forms. The catalog contains descrip-



tions of the product, containing all essential engineering and application data. *Spanall of the Americas, Inc., 787 United Nations Plaza, New York 17, New York.*

## IN THE NATION'S INDUSTRY....

**Pick**  
**IS PREFERRED!**

PICK MANUFACTURING CO.  
WEST BEND, WISCONSIN

INSTANTANEOUS  
HOT WATER HEATERS

### New Canada Concrete Products' Plant Houses Most of Its Huge Operations Under One Roof

Since ground breaking ceremonies in 1949, Canada Concrete Products Inc., a large subsidiary of Miron Brothers of St. Michel, Canada, has grown to be one of the large block plants in the world — housing six block machines under one roof.

Material storage, handling, preparation, block production, curing, cubing, and storage are all provided for in one immense building, 260 X 290 X 30 feet.

This plant (and the other facilities operated by Miron Brothers) is situated on a plateau extending over a full square mile. A limestone quarry with a daily capacity of approximately 12,000 tons is the source of supply for both the ready-mix and block plant operations.

The block machines installed in the new Canada Concrete Products' block plant include four new Bergen Tri-Matic Block Machines and two older machines, completely modernized. These machines are all equipped with Bergen automatic front pallet



feeders, height and density controls, off-bearing hoists, batch mixers and skip hoists. Three of the machines make 8-inch standard block; one makes 6-inch and 12-inch block; another machine makes brick and patio block; and the sixth makes 4-inch and special block.

This Miron Brothers plant has the distinction of providing a dust-free system of preparing materials. Raw

materials are automatically weighed, batched, and mixed for one-half minute in a central mixer. A sufficient amount of water is added to kill the dust. This batch is then dumped into one of two side-by-side skip hoists and lifted up to two surge hoppers. The aggregate required at the mixing station is then discharged on to a long distributing conveyor.

As the first batch is dumped, a second batch of aggregate is mixed and made ready for dumping. The main conveyor belt, 300 feet long, is equipped with a Forano Tripper which is brought to each mixer station, as required, to discharge a batch of aggregate into a surge hopper. The hopper feeds directly into the mixer.

The aggregate in each machine is mixed the required length of time, and sufficiently moistened by its own mixer. A man on each of the six mixers draws pre-blended and dampened material from the central batching, mixing and storage area by way of the conveyor and tripper arrangement. There, the final watering and mixing take place, and it is fed into the block machines.

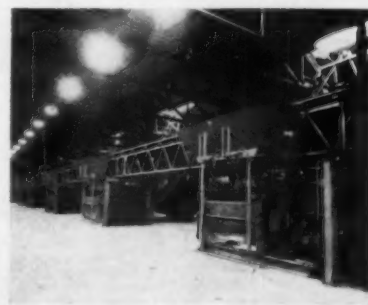
In actual production, the man on the mixer draws a batch for the mixer and a batch for the surge hopper. This gives him a 10-minutes supply of material, and in the same 10 minutes the other five mixers are each supplied with two batches.

Therefore, it can be seen that the central batcher and mixer are supplying one batch of blended and dampened material per minute. The two central slip elevators that supply the main belt are dumping a batch every minute on a 2 minute cycle for each skip hoist. Since a standard batch of aggregate weighs 5000 lbs., sixty batches per hour amount to 300,000 lbs., or 150 tons of material.

Each block machine has two double-rack automatic electric turntables to position the racks and provide surge time for the lift truck.

The lift truck moves the green block to the kiln and brings an empty rack back to the machine. One lift truck can supply racks to three of the six machines.

Each machine has an open pit, covered by grating, and is equipped with a 24" Lippman belt conveyor. The belt extends the full distance from under the front pallet return, under the block machine, and continues on back to the skip bucket. All spill is fed into the skip bucket, auto-



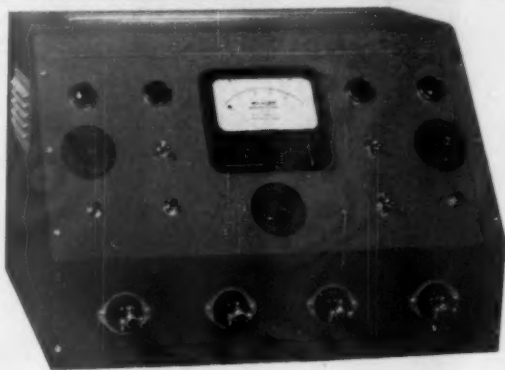
matically, by the conveyor, when the bucket is down.

Each kiln is equipped with a door at each of its ends, one for charging with green block and the other for removing cured block to the cubing area. The kiln doors, produced by Moore Dry Kiln Co., operate laterally on track mounted door carriers.

Miron Brothers has devised a basic production plan whereby they produce block for immediate sale, in order to alleviate inventory problems. More than 80% of the cured block goes directly to a delivery truck from the cubing station — without being placed on the storage pile. This eliminates considerable block handling.

An important factor in the success of this vast operation is the fact that Miron's entire production set-up is geared to selling. From Miron, one can buy enough bricks and concrete blocks to erect one foundation or a hundred foundations. This flexibility, with giant production capacity, is made possible only by the use of the latest and most modern equipment.

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*"You all Come"*

See the "SUPER MIX-MIZER" moisture and mixer control in actual operation at the Concrete Industries Exposition, St. Louis, February 25-28.

To our knowledge, this is the first instrument of its kind ever made. Super Mix-Mizer is not only different, It is "NEW".



W. H. LACKEY, INC.

Box 25

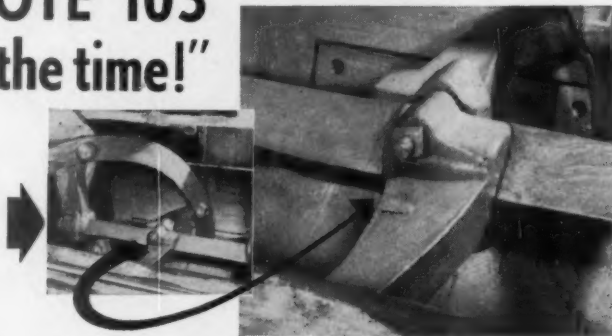
Kingsport, Tennessee



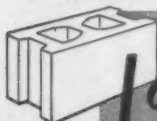
"Cleaned with a whisk broom, putty knife and . . .

**EDI-COTE 103**  
in half the time!"

says owner\*  
of this 17 year  
old mixer that  
looks like  
new.



EDI-COTE #103 is a revolutionary new release agent that prevents concrete from bonding to mixer blades and parts. EDI-COTE #103 eliminates the use of air guns and sledge hammers in the daily clean-up. EDI-COTE #103 creates a non-hardening film which prevents the forming of a bond between concrete and metal. It adheres rigidly and will not dissipate due to chemical action or abrasion. One application of EDI-COTE #103 will remain effective throughout the longest working day. EDI-COTE #103 can be applied with brush or spray. Shipped in 55 gallon drums. 5 gallon cans available for trial shipments only. Order EDI-COTE # 103 today!



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\*Frank Erdman & Son,  
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For further information on  
EDI-COTE #103, see your  
NCMA Technical Bulletin  
No. 2, Attachment No. 1,  
March 3, 1955.

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FRANCHISES MEAN GREATER  
PROFITS ON TURNPIKE JOBS!

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manufactured by R. H. Wright & Son, a LEAP FRANCHISED prestressed products manufacturer.

You too can share in these profits — Franchises available in some localities — write LEAP Concrete, Inc., Lakeland, Fla.

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Send information about LEAP Prestressed Products; Franchise ☐ Double Tee ☐ Joists ☐ Beams ☐ Piling ☐

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I am an: Architect ☐ Engineer ☐  
Contractor ☐ We are interested in a  
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## New Controls for Torque Converter Trucks

Improved controls for the M30 Prime-Mover are announced by the Prime-Mover Company, Muscatine, Iowa. A heavier, simpler throttle link-



age gives more sensitive acceleration response and assures fullest use of the hydraulic torque converter range on this 18 cubic foot, 1½ ton construction materials handling truck. More round trips can be made with less fatigue and at lower maintenance costs.

A heavy direct rod dump release gives quick, clean dumping action easily controlled by the operator from a sitting position.

## Burmeister Introduces Huger Portable Batch Plant

A portable concrete batching plant said to have the capacity and accuracy of a permanent plant has been developed by L. Burmeister Company



of Milwaukee, Wisconsin. It is the largest plant of its kind in use anywhere.

Because no field wiring or plumbing is necessary and there are no pits to dig, the Porto-Plant can be in operation within hours after its arrival on location, delivering more than 100 cubic yards per hour. All that is required is a source of water and

power.

Physical components of the plant include: 1) a hinged aggregate bin complete with batchers and scales in position for over-the-road hauling; 2) portable belt conveyor on wheels; and 3) portable Burmeister Weigh-Meister batching unit.

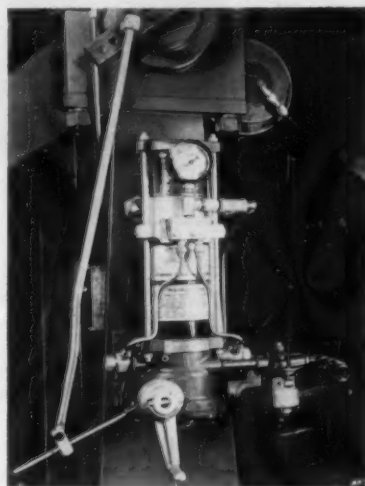
The entire unit when set up requires the attention of only one man who, through a centrally located electrical panel, operates every action with push buttons. The completely interlocked cycle makes it impossible to batch incorrectly.

## Dri-Film, a Release Agent

A new transparent coating—called Dri-Film—has been developed by Edick Laboratories, Inc., to prevent concrete, cement dust, and dirt from adhering to ready-mix trucks. The coating is sprayed on trucks and drums and quickly dries to a non-oily, colorless film that can be washed. The manufacturer claims neither concrete nor dirt will stick to the Dri-Film coating. They also say that the coating is effective as a release agent and rust inhibitor for bins, hoppers, and conveyors, as well as both metal and wooden forms. Further information can be obtained from Edick Laboratories, 427 W. National Ave., Milwaukee 4, Wisconsin.

## Self-Oiling Block Machine from Besser

A Besser Vibrapac now contains a self-lubricating feature which releases oil at regular intervals while the machine is running. The equip-



ment will save on down-time for lubrication and on wear of insufficiently lubricated parts, and guarantees no over-oiling. The self-lubrication is standard on all new models of the Vibrapac. For more information, write to the Besser Company, Alpena, Michigan.

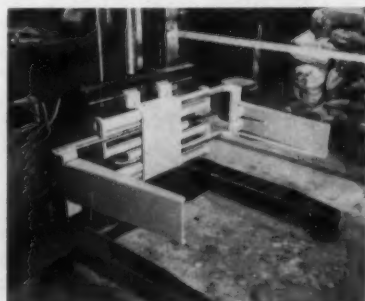
## Hyster 20 Lift Truck and Load-Grab Clamp

Hyster Company has announced a new 2,000-pound capacity lift truck which operates on pneumatic tires. The new 20 lift truck, model QC, has optional job attachments and LP-Gas installations.

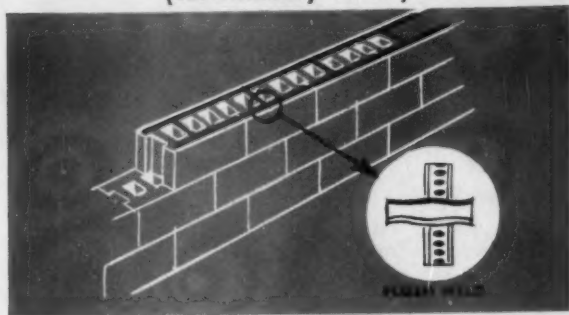
High torque characteristics and increased horsepower are provided by Wisconsin's new 4 cylinder, air-

cooled engine. The instrument panel has been repositioned for operating ease, while the constant mesh transmission has dental clutches, instead of sliding gears, for smoother shifting.

Some of the optional job attachments are the Hyster 30 "Load-Grab" clamp and the side-shift carriage. Further information is available *Hyster Company*, 2902 N. E. Clackamas Street, Portland 8, Oregon.



## BLOK-LOK (for Masonry Walls)



Blok-Lok masonry wall reinforcement is marked and packaged for easy identification and handling, both on the job and in the warehouse.

### OTHER AA WIRE PRODUCTS

Z Bars & Rectangular Ties    Cavity-Lok\*  
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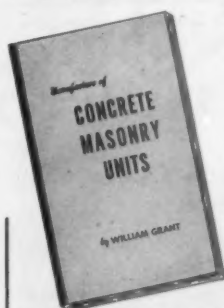
- 1957 Sweets Brochure for Solid Walls (2c/Aa) ☐  
1957 Sweets Brochure for Cavity Walls (2c/Aa) ☐  
Block and Blok-Lok Calculator ☐

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## AA WIRE PRODUCTS CO.

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\*Pat. Pending.    Copyright 1957.    AA Wire Products Co.



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The only book of its kind on the subject, it is a "must" for every block producer who wants the very latest information on his work. Ideal for training new employees, the perfect refresher course for the old hand.

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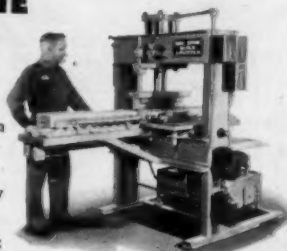
# 3 profit makers

## ...in the complete BESSER line of BLOCK SPLITTERS

• Today — the trend toward split block is strong. Architects, builders and owners want this beautiful, modern "quarried stone" effect that is so ideal for all types of structures. Why not cash in on this tremendous market. Get the tools required . . . splitters and trimmers. The Besser Company, makers of the famous VIBRAPAC block machine, carries a complete line. Write today for literature.

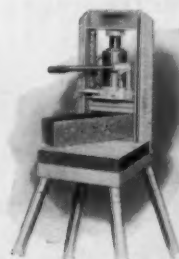
### 1 BES-STONE SPLITTER

Splits block in a straight line, with speed, precision and safety. No cull block. Easily adjustable for splitting various heights. Holds block automatically in correct position. Finished split block is removed from under splitting knife by incoming block.



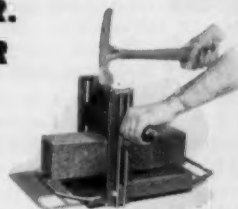
### 2 PONY BLOCK TRIMMER

Indispensable tool for on the job. Trims off the end of any block up to 8" by 1" and operated, hydraulic pump. Capacity 12 tons. Legs easily removable. Compact, lightweight, easily portable.



### 3 PONY JR. TRIMMER

Handy for trimming ends of block, brick or stone. Merely strike blade holder with heavy hammer. Cuts square or at any angle. Easily lifted by mason to scaffold.



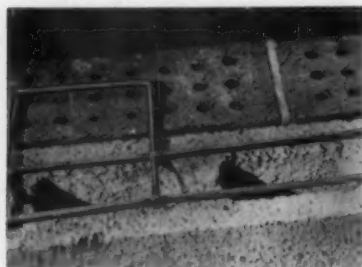
## BESSER COMPANY

Complete Equipment for Concrete Block Plants

ALPENA, MICHIGAN, U.S.A.

## AA Wire Reinforcement Gives Positive Tie

Here is a new wire reinforcement which makes possible the elimination of troublesome headers. It reinforces the backing since it positively ties



the facing to the backing. The elimination of the brick header permits the use of all stretchers—resulting in a uniform distribution of stresses. The product is manufactured for various wall thicknesses and is available in several finishes from AA Wire Products Company, 7211 Cottage Grove Avenue, Chicago 10, Illinois.

## Concrete Bump Cutter Used on Airfields

This bump cutter, shown planing a taxiway at Davis-Monthan Air Force Base in Tucson, is driven by a 36 hp engine that moves the cutting head



along the ground, leaving a non-skid surface on the concrete similar to a burlap finish. The width of the planed area is 16½ inches, and the diamond cutting blades reach a depth of ¼ inch in a single pass. Estimated cost for bump cutting with this machine should be between 5 and 10 cents per square foot depending on the size of the job and the degree of roughness.

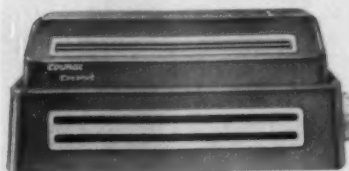
The finished surface can be imparted with almost any degree of roughness by varying the size of the spacers between the diamond cutting blades. The bump cutter can also be used for removing painted markings, leveling bridge decks, and removing

old rubber from runways.

The manufacturer is Concrete Sawing Equipment, Incorporated, 331 North Santa Anita Drive, Arcadia, California.

## Photocopying Unit Useful For Speedy Blueprint

For the inexpensive, instant reproduction of data sheets, flow charts, engineering drawings and blueprints, the new Cormac Coronet photocopy-



ing unit, which makes photo-exact copies up to 18 inches wide by any length in 19 seconds, will prove helpful. The manufacturer claims the machine is the fastest on the market. It is designed to operate under any office lighting condition. More information on the unit can be gained from Cormac Industries, Incorporated, 80 Fifth Avenue, New York 11, New York.

## Multi-Purpose Sprayer Now Available

A new multiple purpose compressed air machine, designed primarily for colorcreting but equally capable of several other masonry-



renovation tasks, can cut investment and operating costs. It is said to take the place of many men, tools, and hoisting apparatus needed in hand labor. Made by Colorcrete Industries, Incorporated, 323 Ottawa Avenue, Holland, Michigan, the M-P Machine colorcretes, stuccos, cleans, sandblasts, and operates an air chisel. The machine is a self-contained unit with main elements—dual mixing tanks, and compressor and blower, gasoline engine and starting battery—all mounted on a steel-decked trailer.

## New Lift Truck Introduced By Clark Equipment Co.

Power brakes, power steering and finger-tip directional control are standard on a new 8000 pound capacity, pneumatic tire fork-lift truck,



the Yardlift 8024, now available from Industrial Truck Division, Clark Equipment Company, Battle Creek, Michigan.

With four speeds in each direction, the truck will travel 16½ mph forward and 16 mph reverse and climb a 21 per cent grade loaded.

A Clark "feather-action" spool-type valve with built-in pressure relief controls the hydraulic system and provides lift speeds of 48 fpm empty and 42 fpm loaded. The axle mounted telescopic upright tilts four degrees forward and 12 degrees backward. An automatic "tilt-lock" valve prevents upright drift.

## R. C. Spillman Offers Bench-End Forms

This newly-designed metal bench-end form can be ordered from R. C. Spillman, Box 534, Station G, Columbus, Ohio, either singly or in pairs,



and according to the manufacturer, will produce comfortable benches for parks, institutions, bus-stops and many other out-door places.





## SPEED UP HANDLING OF HEAVY, BULKY CONCRETE PRODUCTS with TRAC-LIFT 50

Easily handles up to 5000 lbs. High (11") underclearance and unusual power and traction permit operation on rough unpaved areas in all seasons. Excellent visibility, power steering, hydraulic operated brakes and clutch mean faster, safer, easier maneuverability. Lifting heights up to 10'. Power tilt forward 4°, backward 10°. Five forward speeds, 1 reverse. Road speed 20 MPH. Built on International Harvester chassis, service for which is available throughout the U. S. Complete line of optional equipment available. We also manufacture TRAC-LIFT 20L, 20, 30 and 40 with 2000 to 4000 lbs. capacity.

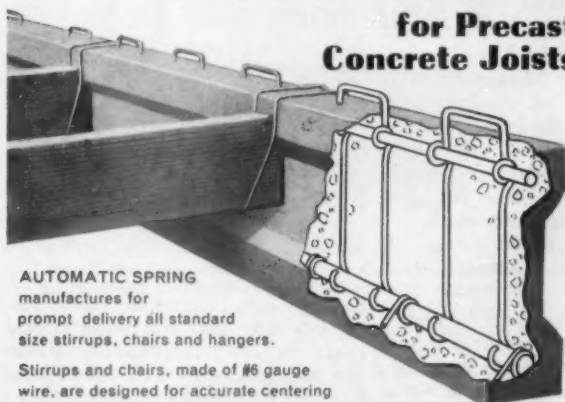
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Stirrups and chairs, made of #6 gauge wire, are designed for accurate centering and ease of use in the reinforcing of precast concrete joists. Wire form hangers, #11 gauge, are carefully shaped to provide a fast method of installing formwork between joists.

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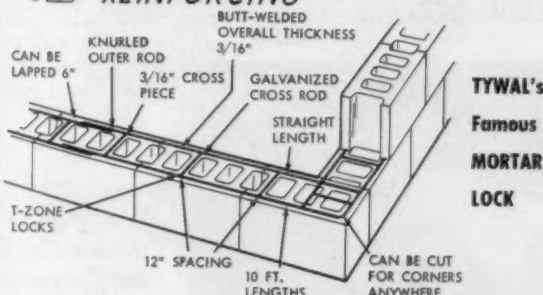
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## Precast Roof Tile Helps Sell Homes

A new precast insulating concrete roof tile that matches Bermuda roof styling is now available. Known as Zonolite Bermuda Roof Tile, it pro-



vides a unique terraced effect with great eye-appeal to prospective home buyers. It is applied on top of built-up roofing, protecting the roofing indefinitely. Available nationally, the tile measure 19½ inches x 12 inches and are 2½ inches at the thickest point. They are light in weight, insulating, easily applied, and may be painted any desired color. For information write Zonolite Company, 135 S. LaSalle St., Chicago 3, Ill.

## "Twin-Beam" Screed For Precast Slabs

The Stow Manufacturing Company has just put out a "Twin-Beam" vibrating screed for the precast field. Using the Twin-Beam screed, says



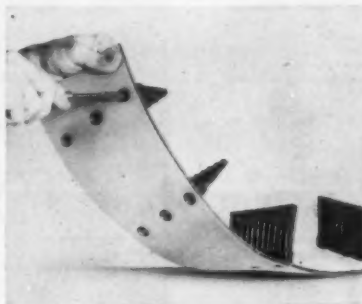
the manufacturer, is like making two passes at once. The vibrating head transmits vibration evenly to the two beams so that as the screed is pushed along, the first beam strikes off the concrete and the second beam gives it a final finish. The Stow Twin-Beam screed eliminates the problem of over-vibration for thin slabs by dividing its vibration between two beams. Any air bubbles left by the first beam are struck off by the second beam. The result is a thoroughly vibrated,

smooth slab.

The Stow Twin-Beam screed is available with either a 1 HP electric motor or a 2½ HP gasoline engine, which drives a 2½" vibrator head at about 5,000 vibrations per minute. For more information on both the electric and gas Twin-Beam screed, write Stow Manufacturing Company, 276 Shear Street, Binghamton, New York.

## Screw-On Cleats for Conveyor Belts

Molded neoprene screw-on cleats that can be attached easily to a conveyor or elevator belt, turning either of them into a cleated belt, is a new



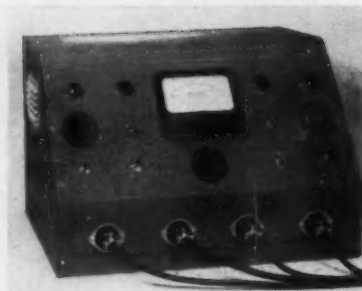
product being introduced under the trade name of "Tatch-A-Cleat."

The manufacturer says it is a simple operation for any "do-it-yourself mechanic" to screw on the cleats. They are attached to the belt by flat-head screws and special washers secured to threaded metal concave cups vulcanized in the base of the cleat. Both screw-head and washer when tightened sink below the surface of belt, where they cannot contact the pulley.

The cleats are resistant to oil and weather conditions and are available in stock widths from 1½ inches to 24 inches and in heights from ⅝ inch to 3 inches. Further information may be obtained from T. H. Hinchcliff, 1450 La Loma Road, Pasadena, California.

## Lackey Mix-Mizer Controls Moisture

The Super Mix-Mizer automatic mixer control electronically controls final moisture content of block and concrete pipe mixes, regardless of any



changes in the moisture content of aggregates, regulates total mixing time after water is added, and then automatically opens and closes the mixer door. It helps to solve the problem of producing uniform textures, color and strength of masonry units. The manufacturers of the Mix-Mizer supervise every installation, and offer a money-back guarantee if the unit does not operate in the plant where it is installed. For more information, write to W. H. Lackey, Incorporated, P.O. Box 25, Kingsport, Tennessee.

## Tractomotive Introduces New Front-End Loader

The TL-20 Tracto-Loader, a completely new 2 cubic yard front-end wheel loader manufactured by Tractomotive Corporation, Deerfield, Il-



linois, is said to combine all the features demanded by owners and operators for handling the big present day jobs profitably with easy operation and simplified maintenance.

For safety and handling ease, the TL-20 has power steering and four-wheel power brakes, which can be operated by either the right or left foot. A separate positive locking, mechanical parking brake is also provided.

The 2 cubic yard bucket has 40 degrees of tip-back at ground level, and maximum power will be transmitted to the bucket through the use of straight line linkage. Dumping clearance for the TL-20 is 9 feet.

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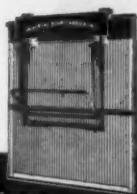
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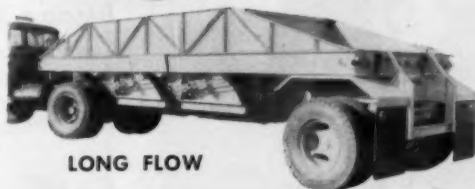
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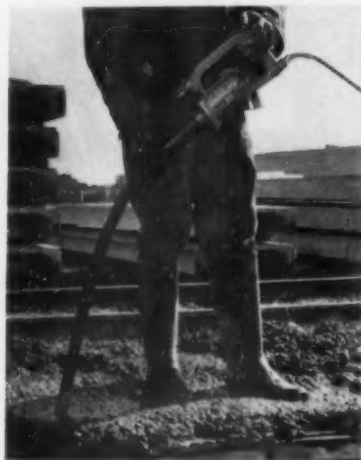
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1210 Ellis St., Cincinnati 23, Ohio

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## Midget Vibrator

The Power Midget, as it is called, is a new lightweight concrete vibrator for use in precast and job-cast concrete where the forms require



that the vibrator have a small head. A one-half horsepower motor, operated by a trigger switch, drives the Power Midget's head, which is only 1 1/4 inches in diameter, at approximately 11,000 vibrations per minute. A 2-foot flexible rubber shaft connects the motor with the vibrator head. Stow Manufacturing Company, 276 Shear Street, Binghamton, New York.

## New Continuous Mixer

Here is one of a new line of continuous mixers and pugmills that will handle any size of material up to 1 1/2 inches, either dry or in a slurry. The



mixer features angularly and radially adjustable blade tips, a slip-joint main shaft connection and slip-on type steel hub casting for easy removal, and round main mixer shaft for quick cleaning. A diversion plate at the mixer discharge keeps segregation to a minimum. The drive mechanism may be located on either side of

the trough or in line with the trough axis. For further information write to The Gas Machinery Company, 16100 Waterloo Road, Cleveland 10, Ohio.

## Bulk Car Breather Retains Visible Dust

A weather-protected nylon breather unit for venting bulk material transports is announced by Fuller Company of Catasauqua, Pennsylvania.



When attached to the hatch of a car, van or truck, the breather permits air to enter the transport during pneumatic unloading and vents the air during the loading operation.

The breather consists of a nylon sock suspended inside a 1 foot, 9 inch diameter frame. The sock is clamped at the bottom to a flange that rests on the hatch. In operation, the flange replaces the hatch cover of the vehicle and is clamped securely to the opening using the existing hatch clamps. The fine weave in the nylon sock retains dust and prevents it from being discharged into the atmosphere. To permit operations in all kinds of weather, a galvanized steel hood fits over the nylon sock. Two shields run around the entire circumference of the hood to prevent rain from reaching the sock. Venting actually takes place through the peripheral openings beneath the shields.

## Mobile Generator For Boiler Emergencies

Boiler breakdowns and steam failures will no longer be tragedies to firms with access to the new mobile Clayton steam generator.

This 100 horsepower unit offers prompt temporary steam service wherever needed. The mobile unit drives up to the desired location and flexible connections are made in a



few minutes' time. Within as little as five minutes steam pressure up to 150 psi is available, with from 10 to 100 horsepower.

This mobile unit is a product of the Clayton Manufacturing Company, El Monte, California and will be offered on a rental basis from regional dealers.

## Ottawa Steel Offers New Outdoor Lift Truck

A new model Tracto-Lift with 21 foot lift, has been added to Ottawa Steel's line of outdoor fork lift units, which operate efficiently over rough



terrain not accessible to conventional fork trucks. It has been designed for placing palletized masonry materials on high scaffolds and hoisting roofing material to the roofs of one story buildings. The speedy lateral movement of building materials with the Ottawa Tracto-Lift reduces construction costs. A special concrete bucket is available for handling ready-mix concrete, mortar, and granular materials used in the building industry. Light steel erection can be accomplished with a boom attachment which is also available.

For full details, write the manufacturer, Ottawa Steel Division, L. A. Young Spring & Wire Corp., Ottawa, Kansas.

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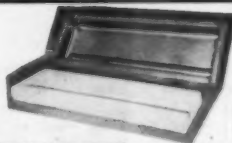
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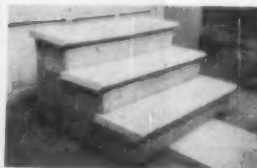
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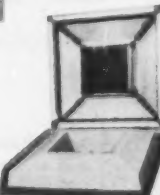
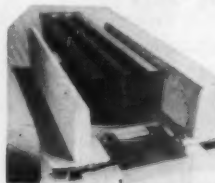


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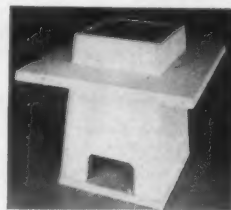


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No Matter What  
SIZE...



No Matter What  
SHAPE...



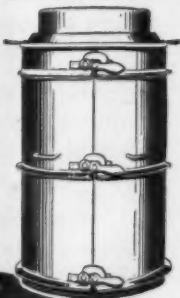
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## THE EDITOR'S PAGE

DOUGLAS LEE

### Room For Improvement

**S**AFETY PROGRAMS, in industry, have accomplished a most significant reduction in accident frequency on the job—in some cases, to such an extent that the number of lost-time and disabling accidents occurring during the working day can be considered an almost negligible quantity.

For instance, over the last nine months, only 11 out of approximately 19,000 employees at Bethlehem Steel's Lackawanna plant were injured in all the time they spent at work. Or in the ready-mix industry, out of 286 companies participating in last year's safety contest, 75 completed the year without a single injury to either employees or non-employees during the eight hour day and sustained a record of no property-damage accidents.

As you'll notice, however, there's always a qualifying phrase—"working day," "on the job," "eight-hour day."

Most safety programs and safety contests consider primarily just this period—the time spent at work. But it seems, looking at the results of two recent studies, that programs limited to this narrow span out of the 24 hours are missing the boat somewhat.

Of course, the most expensive casualties are generally those that involve plant equipment or those that take place on the premises.

But there is another way of looking at it. 20 lost-time accidents are usually more costly than one. These are the rough figures revealed in both the DuPont and Bethlehem Steel Company studies: approximately 20 employees were injured in the 16-or-so hours spent away from the job for every employee injured on the job.

In the studies, no mention was made of the number of auto injuries, fire accidents, slipping-down-the-stairs or slipping-in-the-bathtub accidents, or the numerous others that take place around the home or on the street.

But DuPont did break their 4,925 off-the-job accident figures down to show that sports account for approximately twice as many injuries as does the job situation, which totalled only 265. Surprisingly, the seemingly harmless sport of baseball accounted for 215 employee injuries—almost as many as the job situation. Basketball and swimming were up on the list in that order, with 58 and 43 injuries each. Even dancing showed up with three injuries during the study period.

We aren't attempting to say that sports should be done away with or that fun should be eliminated.

But rather, we feel that, for awhile at least, the approach of safety programs should be broadened to include a look at what happens outside the plant.

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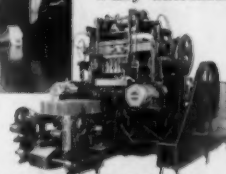
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